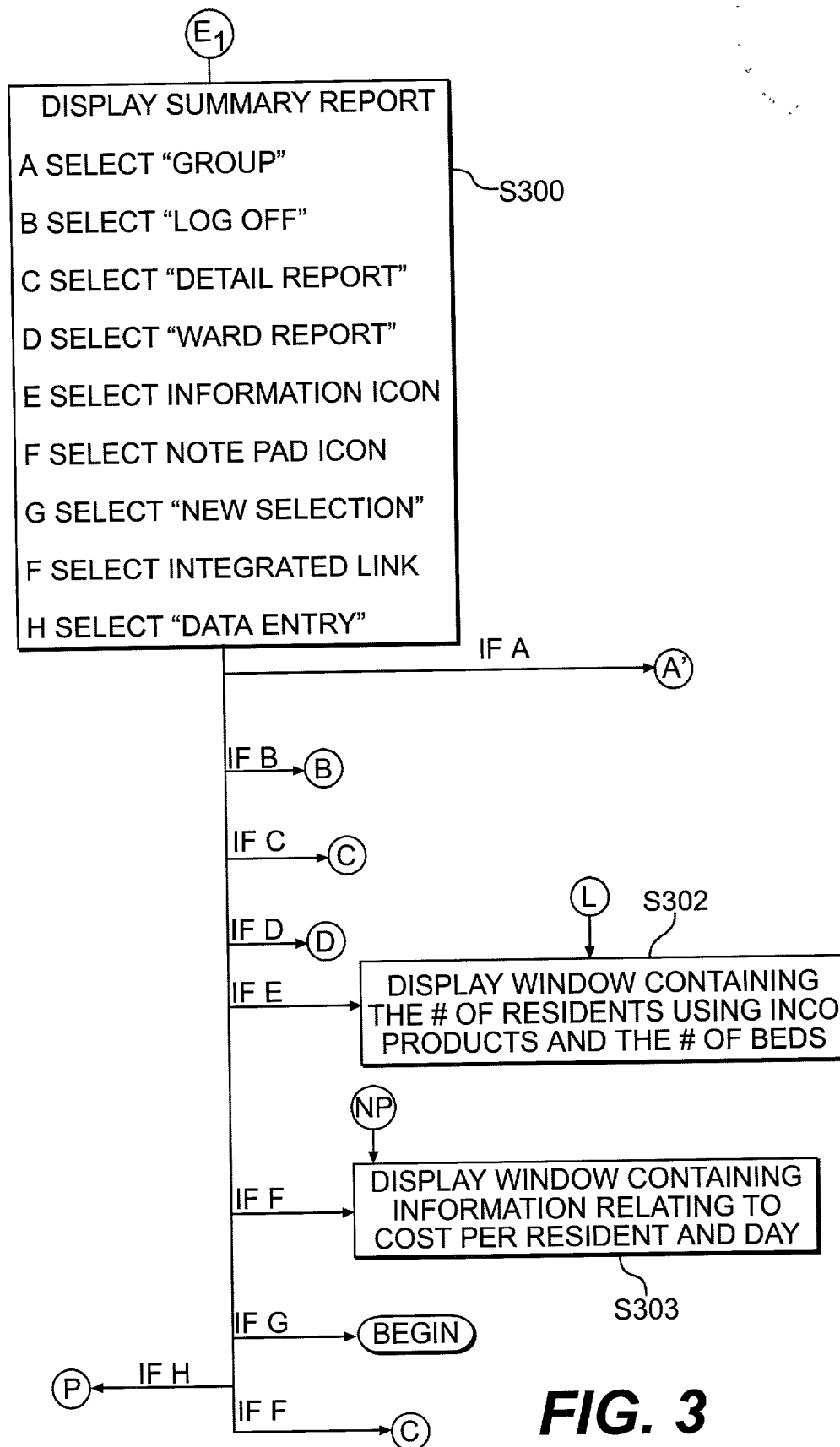
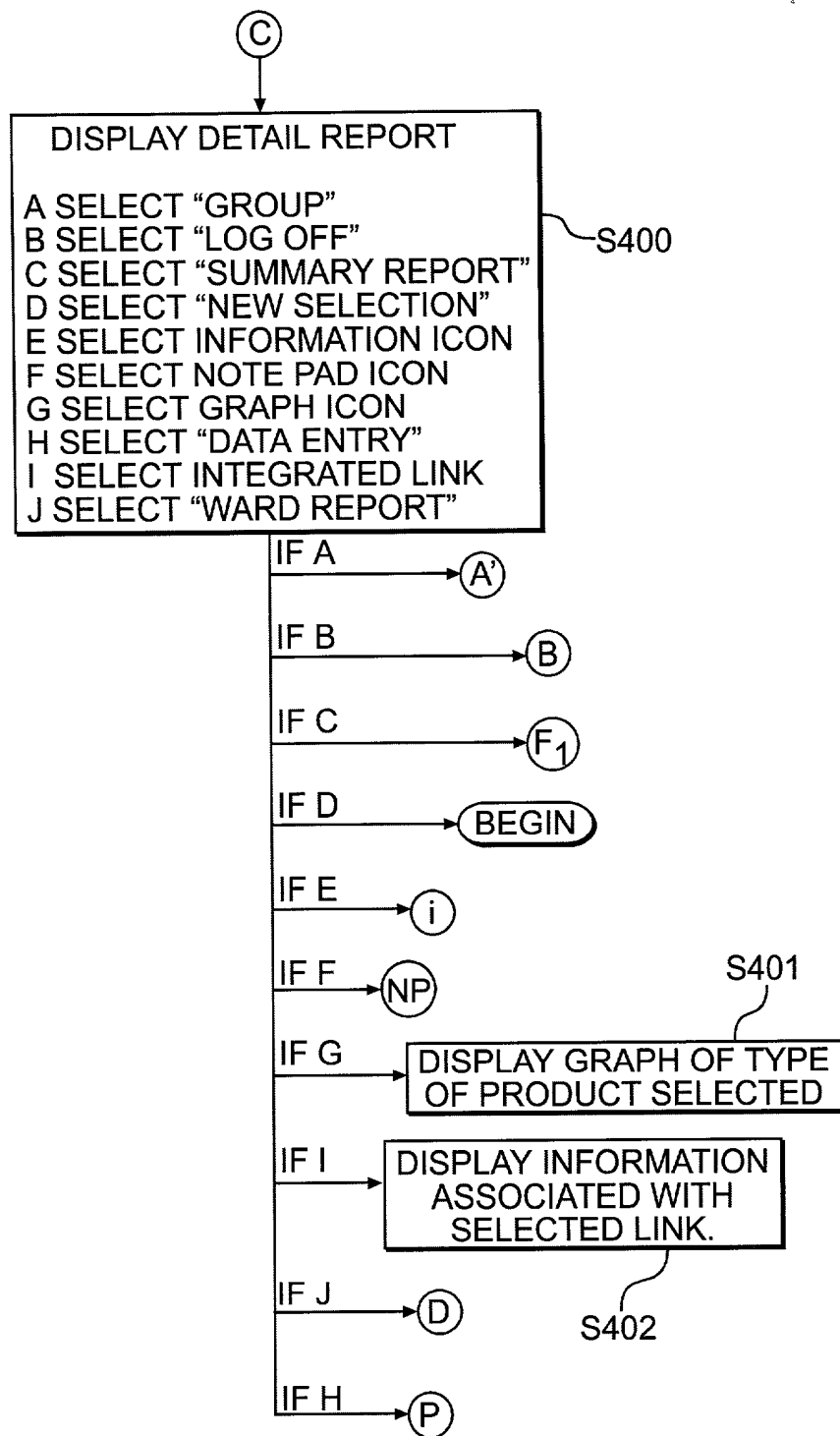


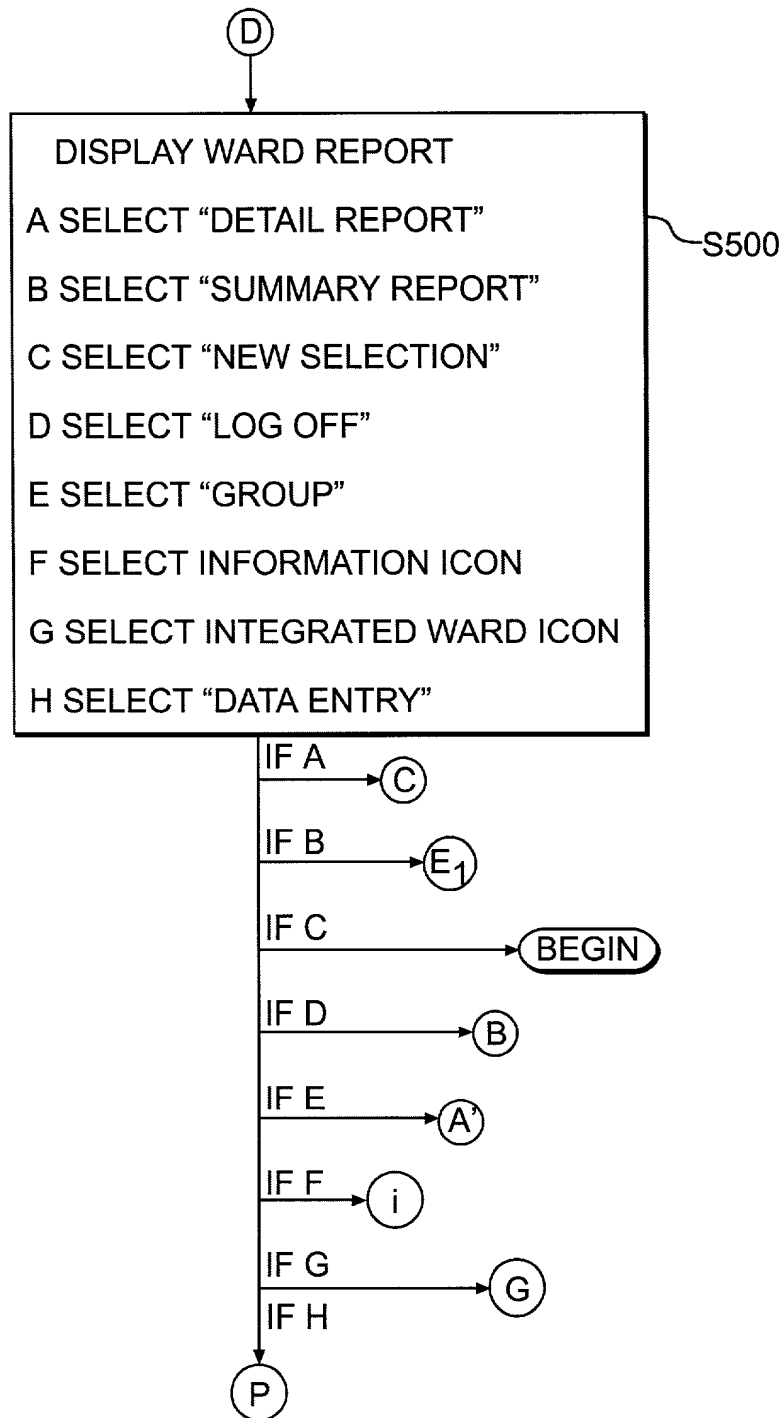
**FIG. 2**



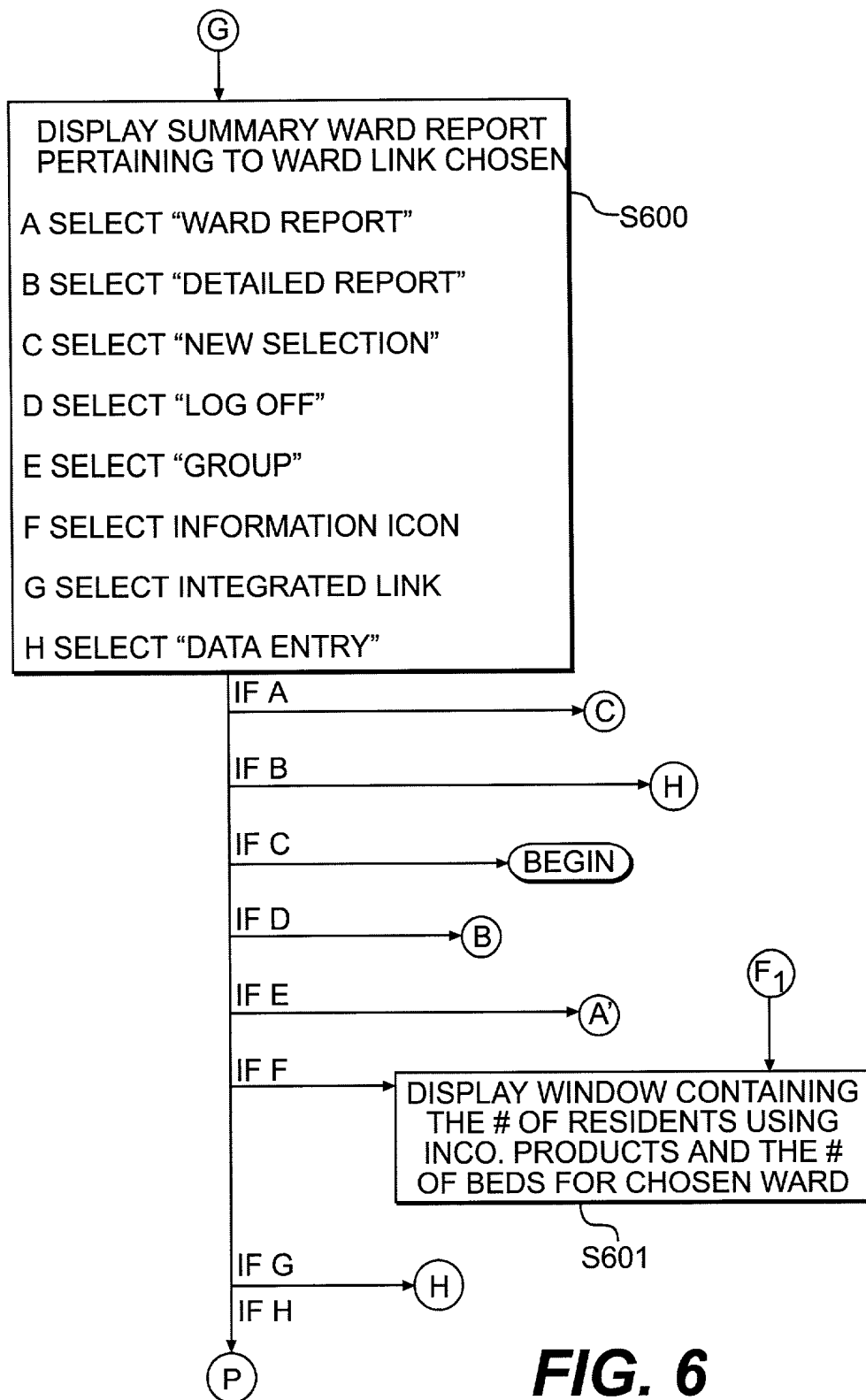
**FIG. 3**



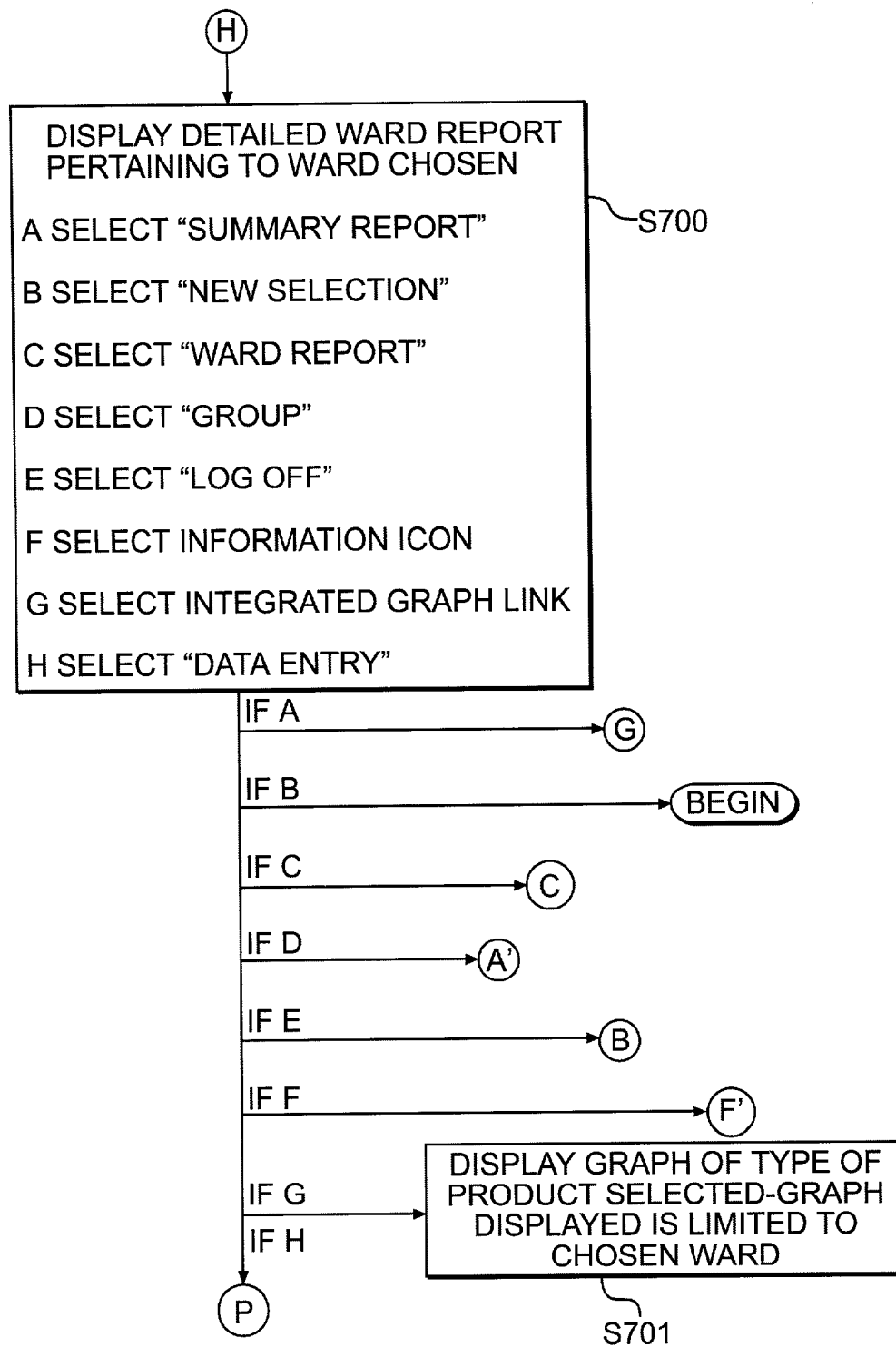
**FIG. 4**



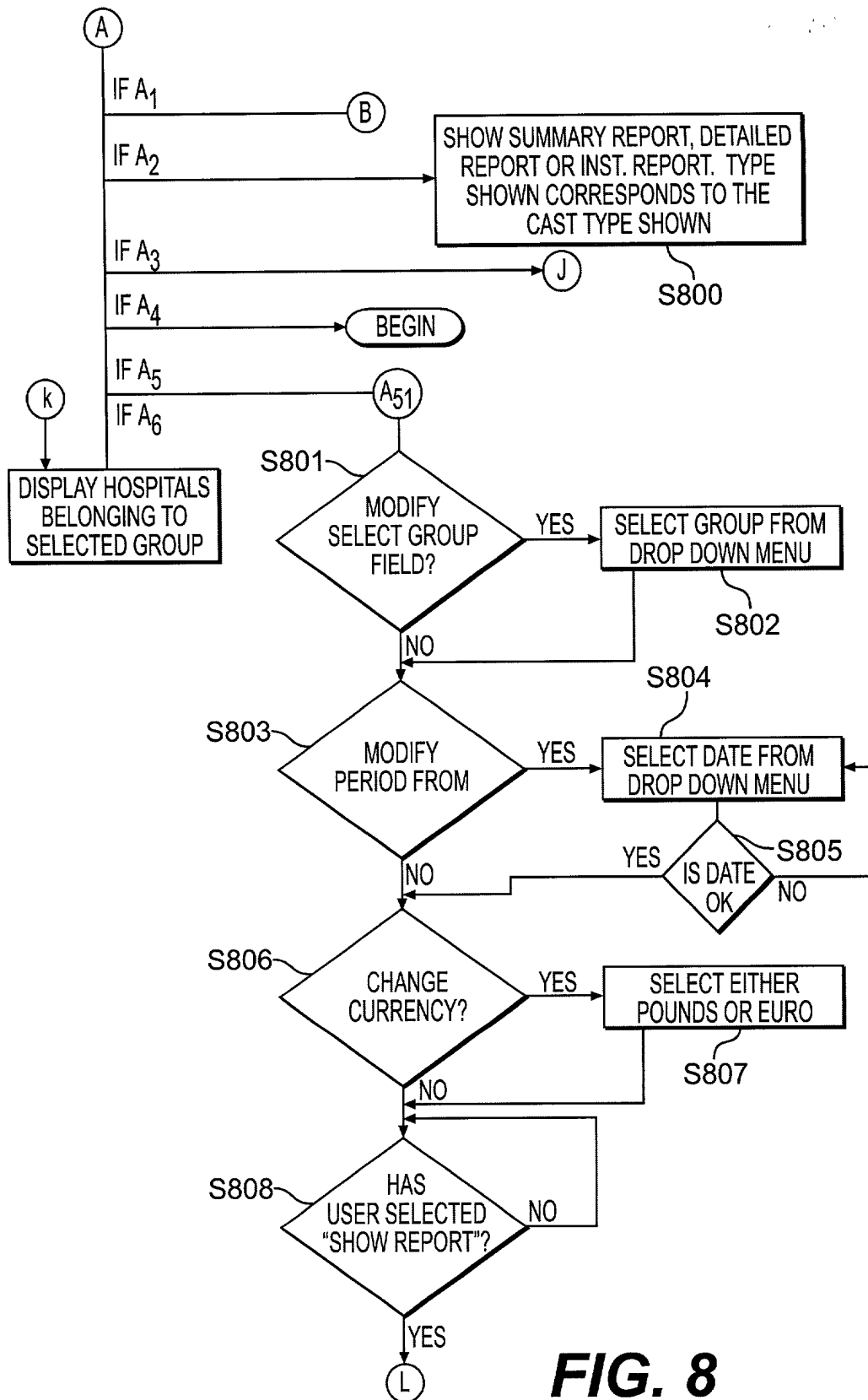
**FIG. 5**



**FIG. 6**

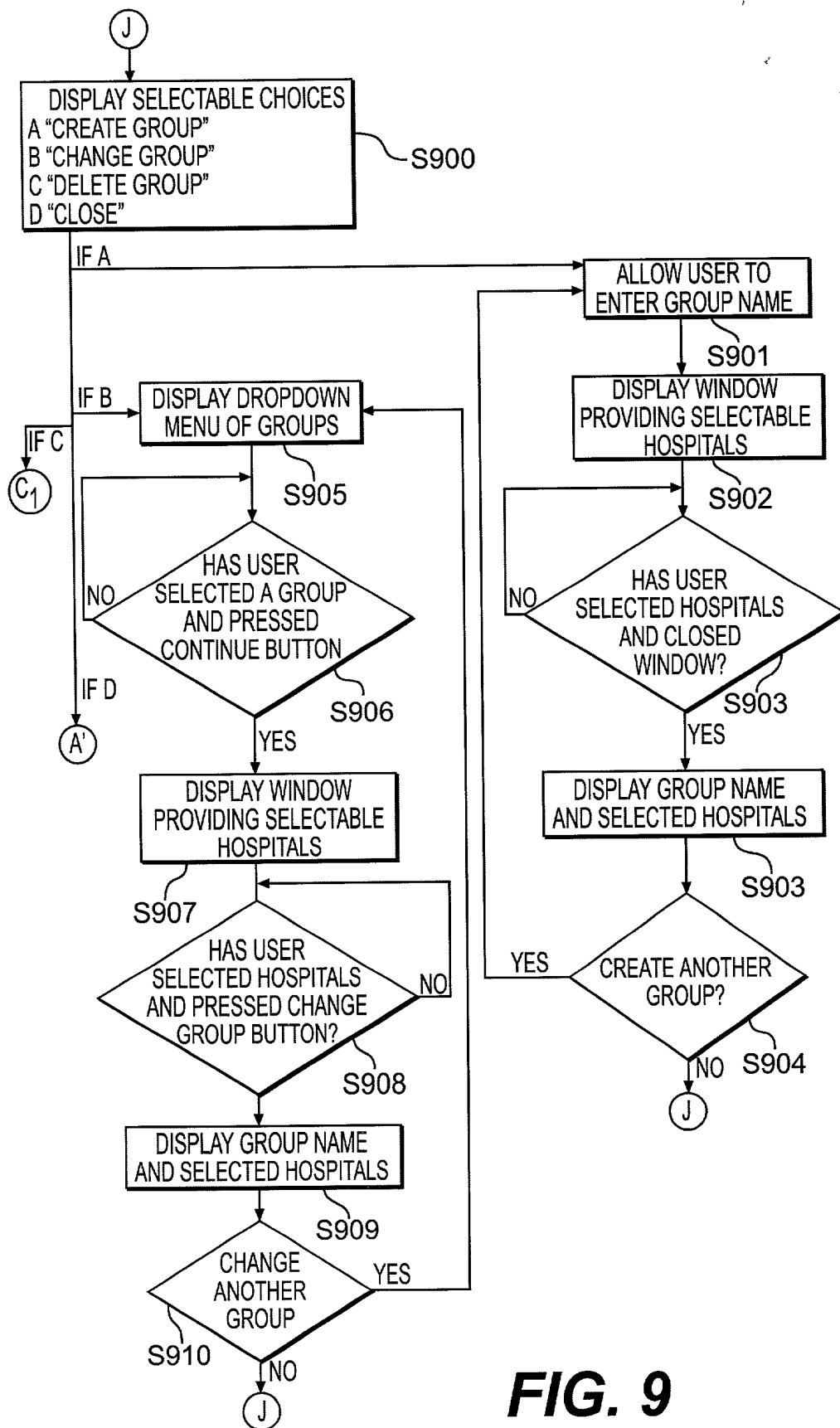


**FIG. 7**

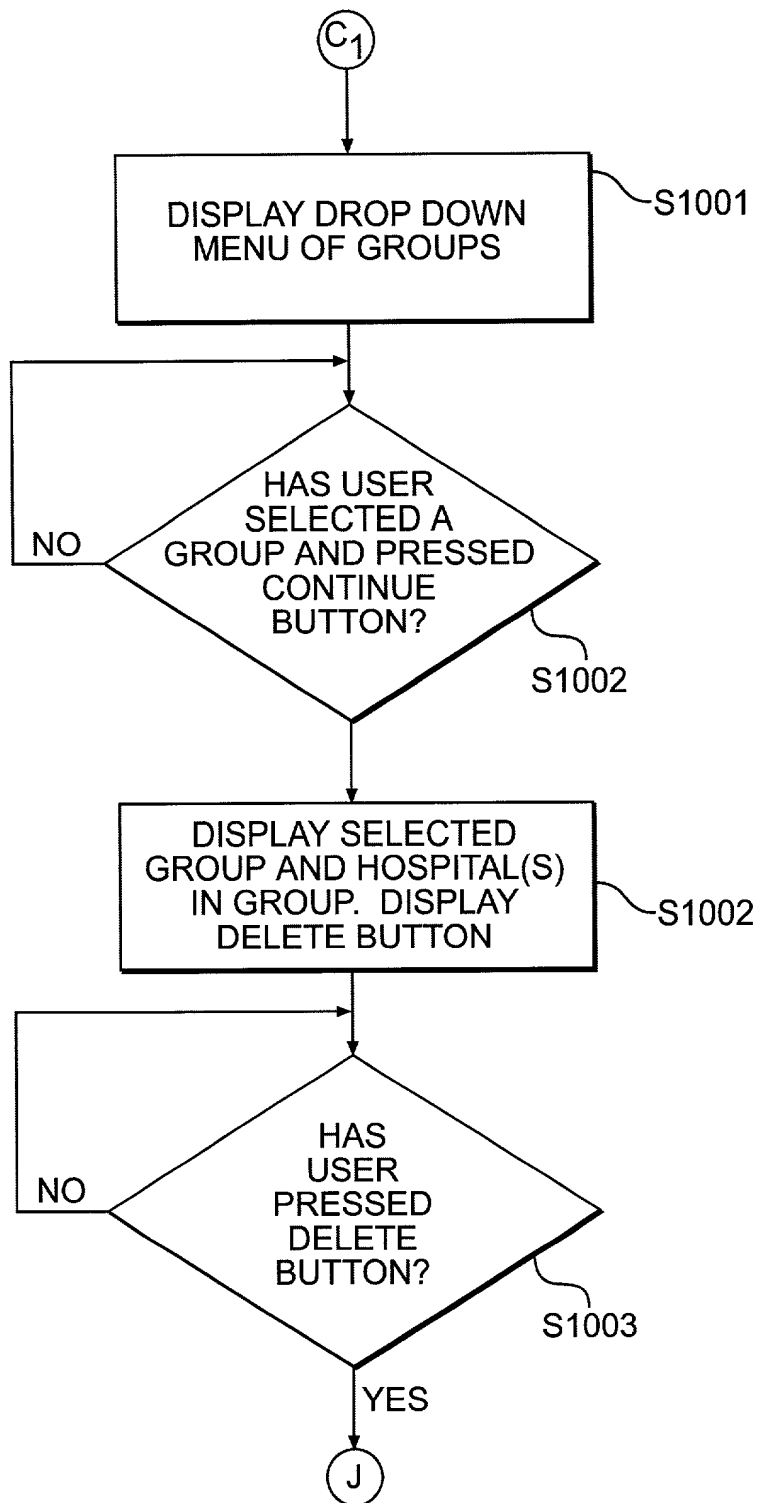


**FIG. 8**

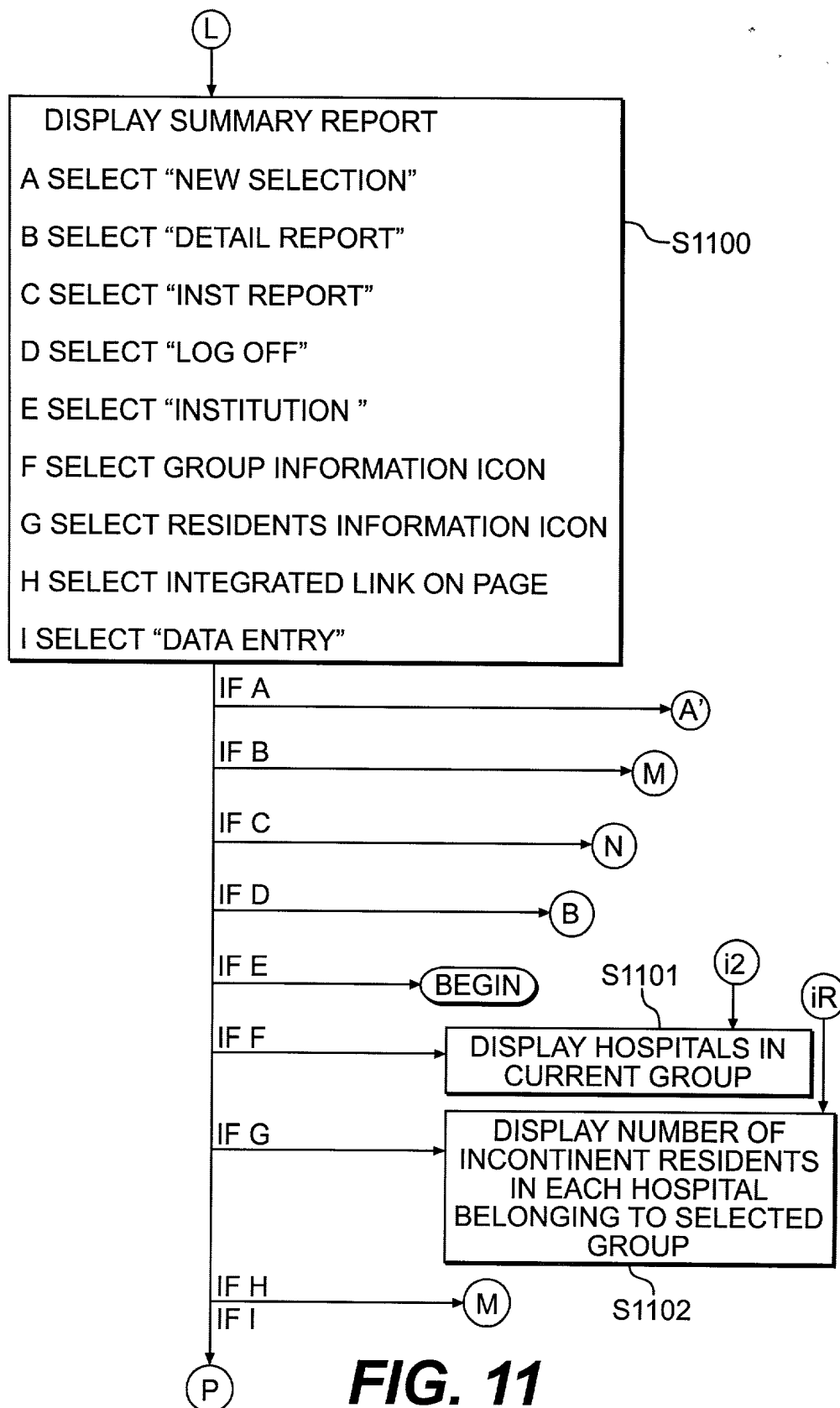


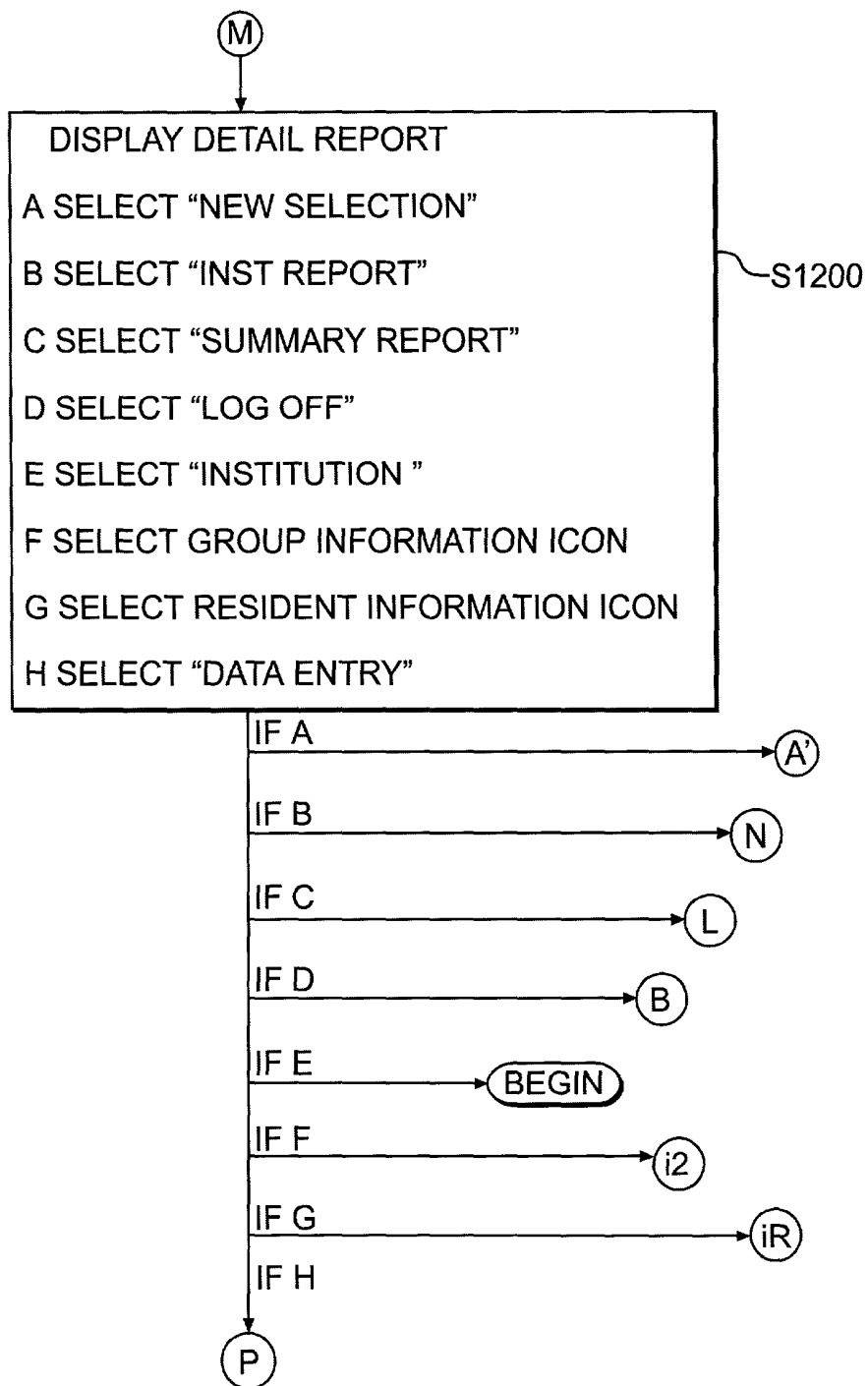


**FIG. 9**

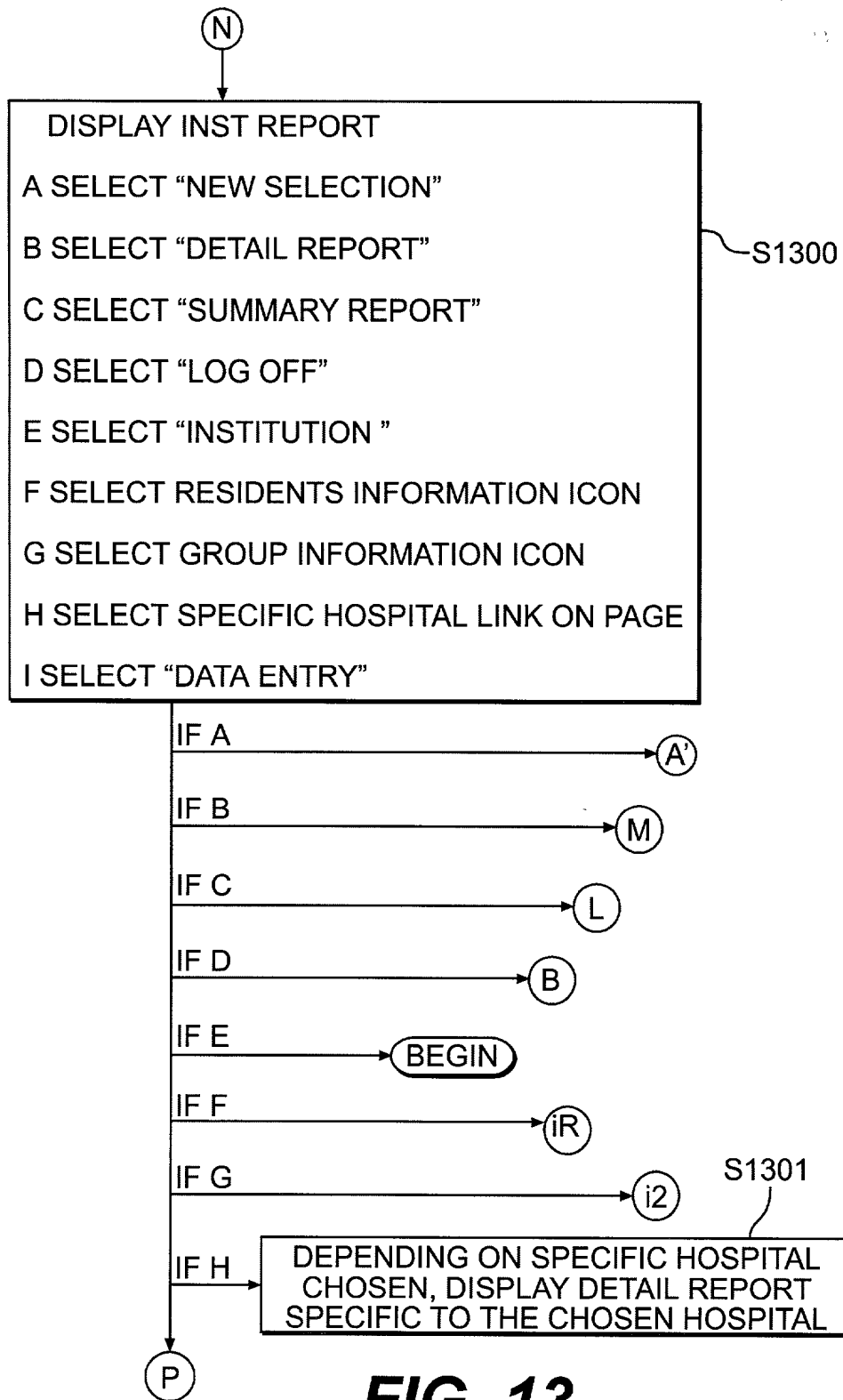


**FIG. 10**

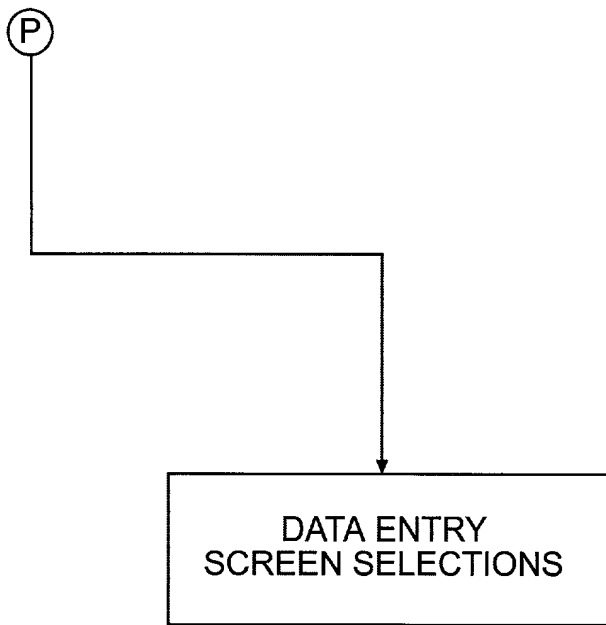




**FIG. 12**



**FIG. 13**



***FIG. 14***

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SELECT INSTITUTION

COLTSFOOT HOSPITAL

PERIOD

199903 (16-12-1999-12-04-2000)

REPORT TYPE

☒ 1 PERIOD

☐ 4 PERIOD

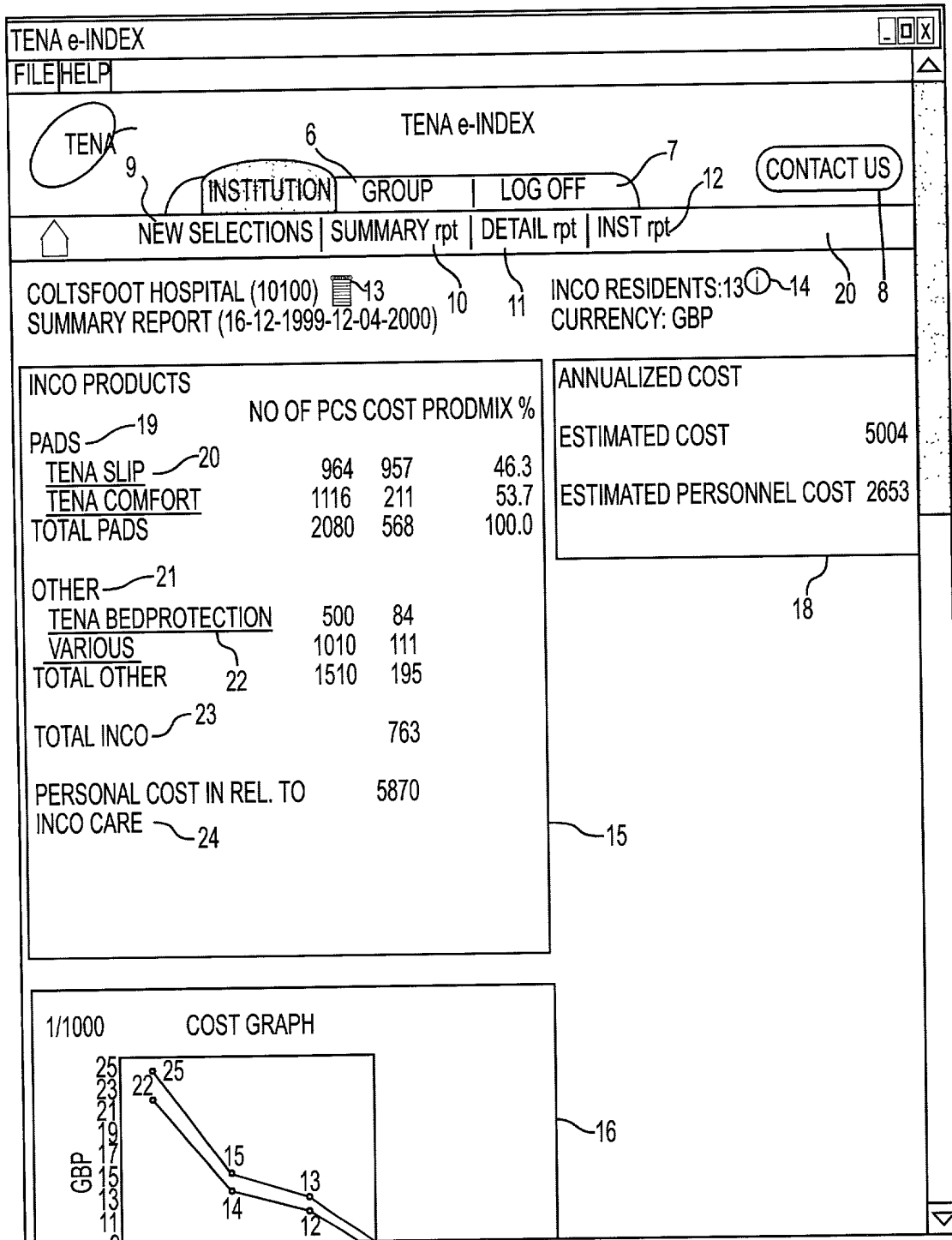
CURRENCY

☒ GBP

☐ EUR

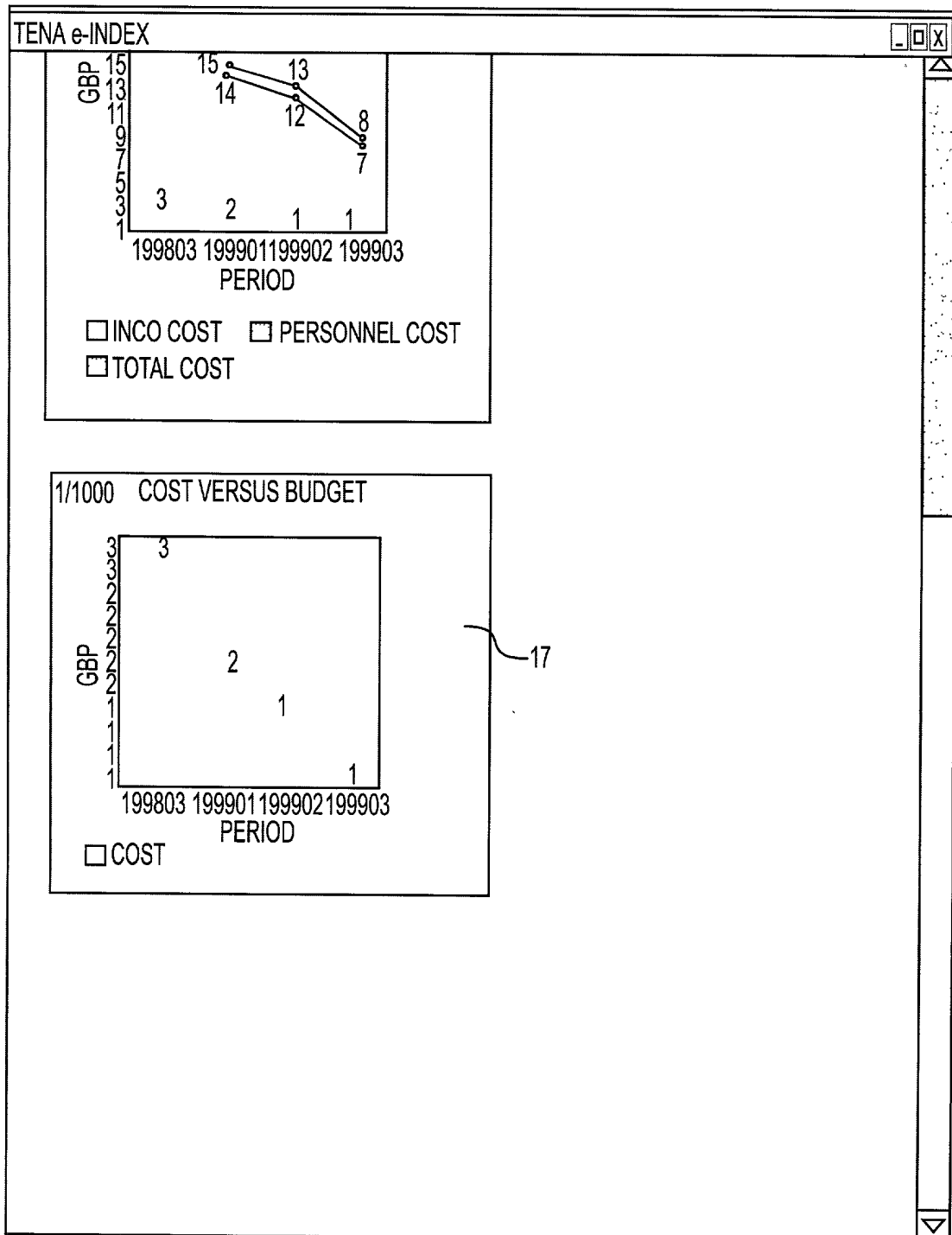
SHOW REPORT

**FIG. 15**

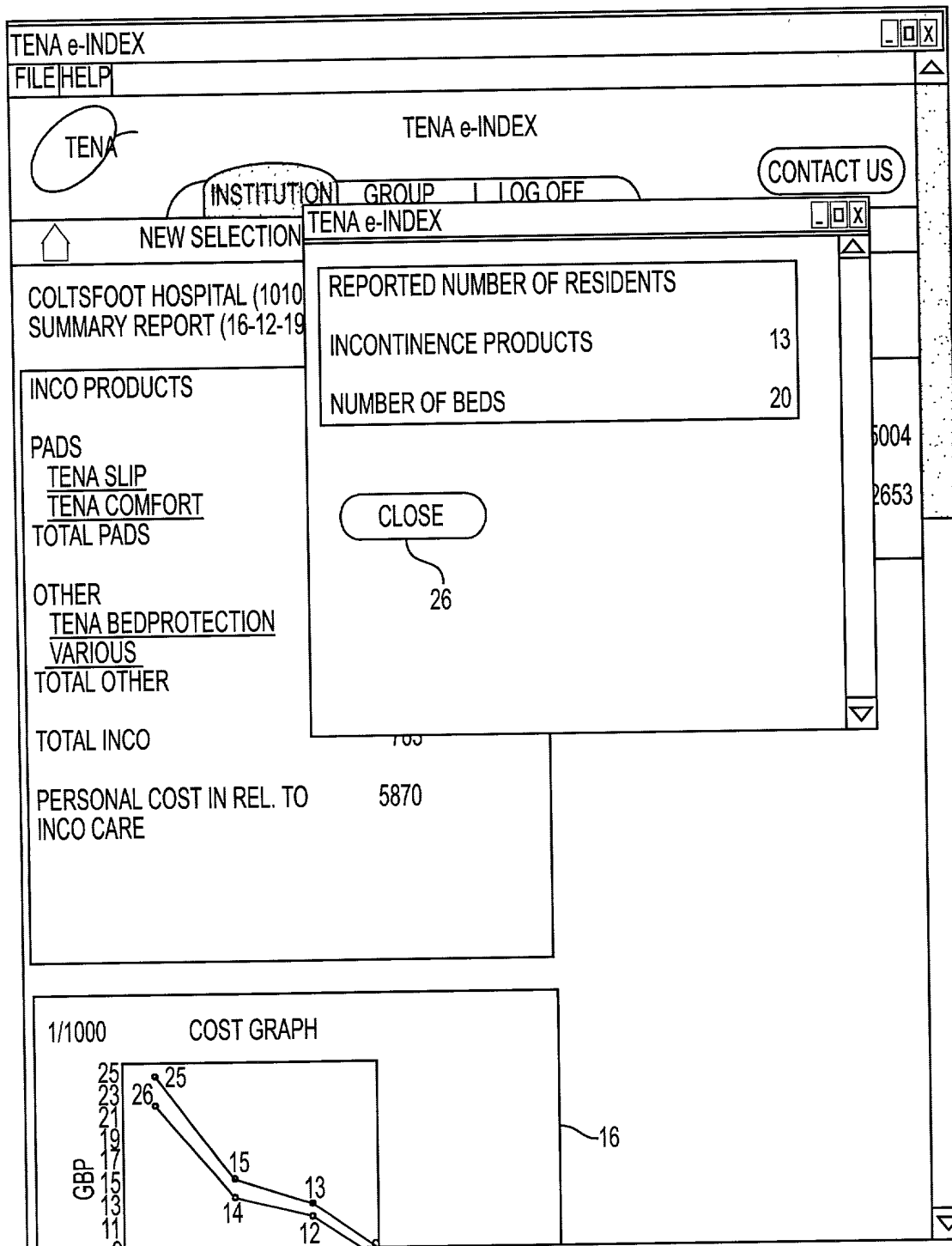


**FIG. 16A**

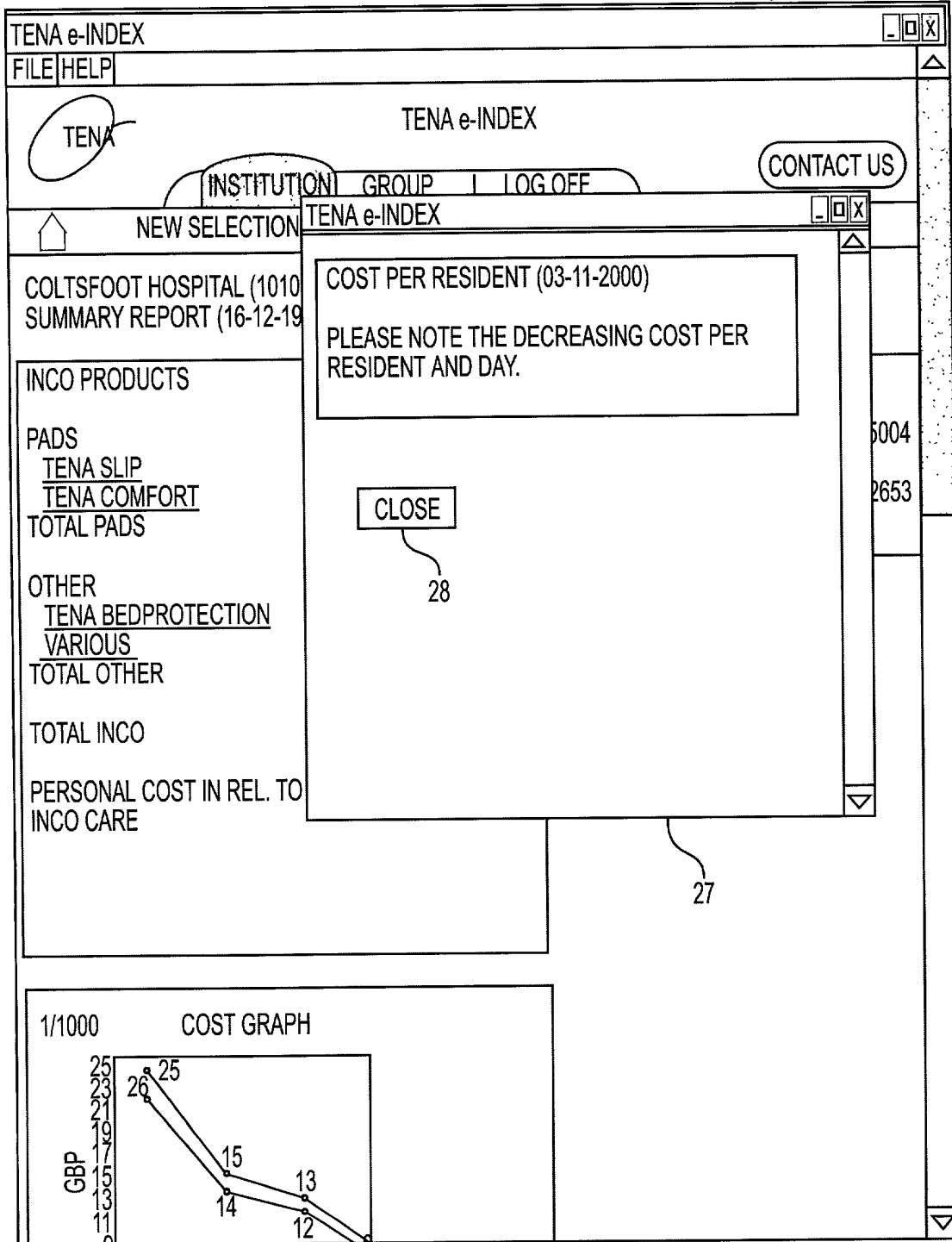




**FIG. 16B**



**FIG. 17**



**FIG. 18**

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COLTSFOOT HOSPITAL (10100) 13  
SUMMARY REPORT (16-12-1999-12-04-2000)

INCO RESIDENTS: 13 ① 14  
CURRENCY: GBP

INCO PRODUCTS

	NO OF PCS	COST
PADS 19		
TENA SLIP		
TENA SLIP PLUS MEDIUM 2X30	240	74 1
TENA SLIP PLUS LARGE 2X30	180	67 30
TENA SLIP SUPER MEDIUM	168	58
TENA SLIP SUPER LARGE	168	70
TENA SLIP MAXI MEDIUM	208	89
TOTAL TENA SLIP	964	357
TENA COMFORT		
TENA COMFORT PLUS	736	122
TENA COMFORT EXTRA	320	72
TENA COMFORT SUPER	60	17
TOTAL TENA COMFORT	1116	211
TOTAL PADS	2080	568
OTHER 21		
TENA BEDPROTECTION	500	84
VARIOUS	1010	111
TOTAL OTHER	1510	195
TOTAL INCO 23		763 30
PERSONNEL COST IN REL. TO INCO CARE		
COST NO. COST/ MIN/ OF CHANGE CHANGE		

KEY FIGURES

	CHANGE RATE	COST/RES./DAY
PADS 32	1.3	.4
OTHER 34		.1
TOTAL INCO 33		.5

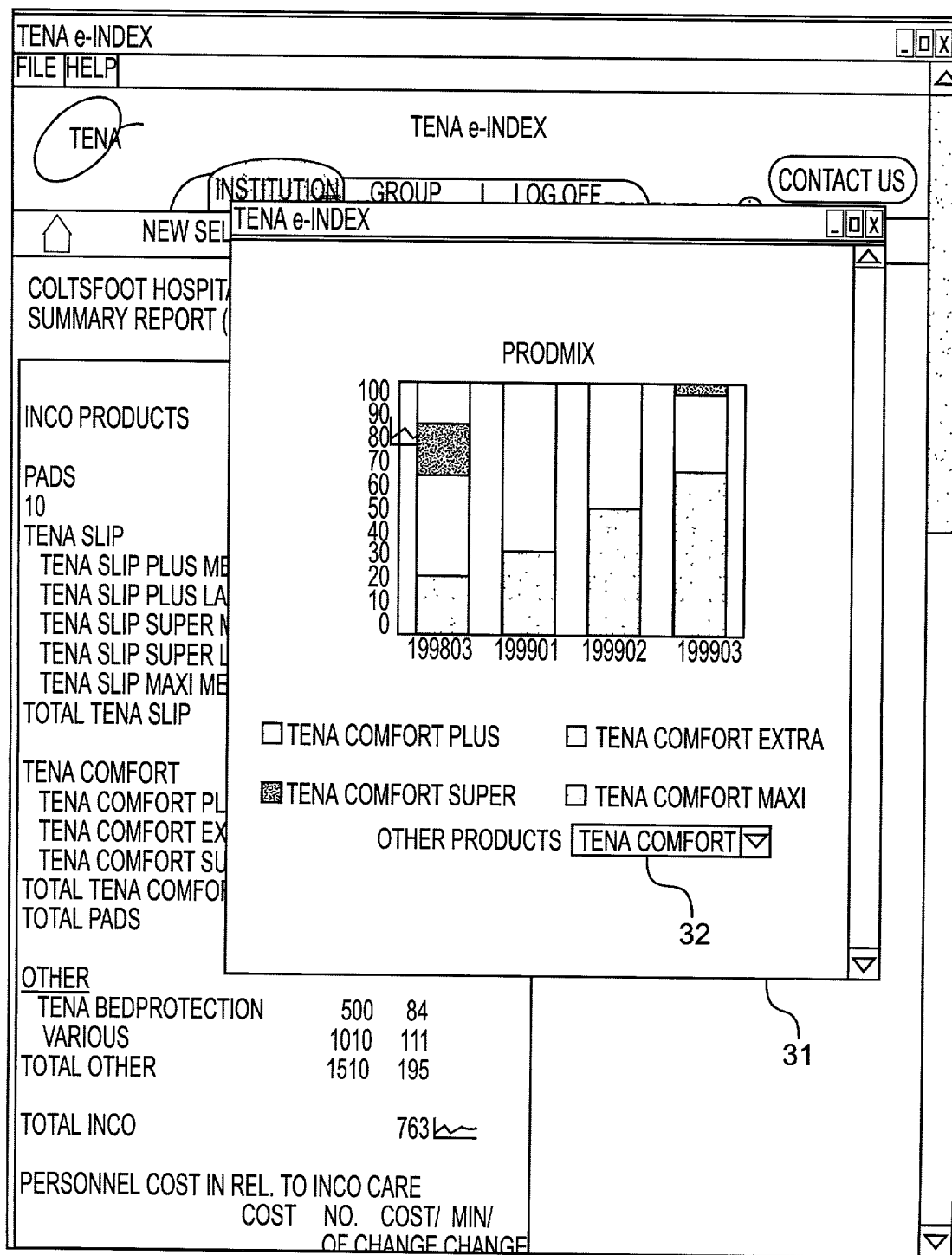
**FIG. 19A**

TENA e-INDEX				DETAIL REPORT (10-12-1999-12-04-2000)		CURRENCY: GBP	
INCO PRODUCTS				NO OF PCS COST		KEY FIGURES	
PADS						CHANGE RATE COST/RES./DAY	
						PADS	1.3 .4
						OTHER	.1
TENA SLIP						TOTAL INCO .5	
TENA SLIP PLUS MEDIUM 2X30				240	74		
TENA SLIP PLUS LARGE 2X30				180	67		
TENA SLIP SUPER MEDIUM				168	58		
TENA SLIP SUPER LARGE				168	70		
TENA SLIP MAXI MEDIUM				208	89		
TOTAL TENA SLIP				964	357		
TENA COMFORT							
TENA COMFORT PLUS				736	122		
TENA COMFORT EXTRA				320	72		
TENA COMFORT SUPER				60	17		
TOTAL TENA COMFORT				1116	211		
TOTAL PADS				2080	568		
OTHER							
TENA BEDPROTECTION				500	84		
VARIOUS				1010	111		
TOTAL OTHER				1510	195		
TOTAL INCO				763			
PERSONNEL COST IN REL. TO INCO CARE							
				COST	NO. COST/ MIN/		
					OF CHANGE CHANGE		
				PCS			
TENA SLIP				2892	964	3.0	1.0
TENA COMFORT				2678	1116	2.4	8
TENA BEDPROTECTION				300	500	.6	2
TOTAL PERSONNEL COST				5870	2580		
IN REL. TO INCO CARE							
PERSONNEL COST							
PER HOUR				18			

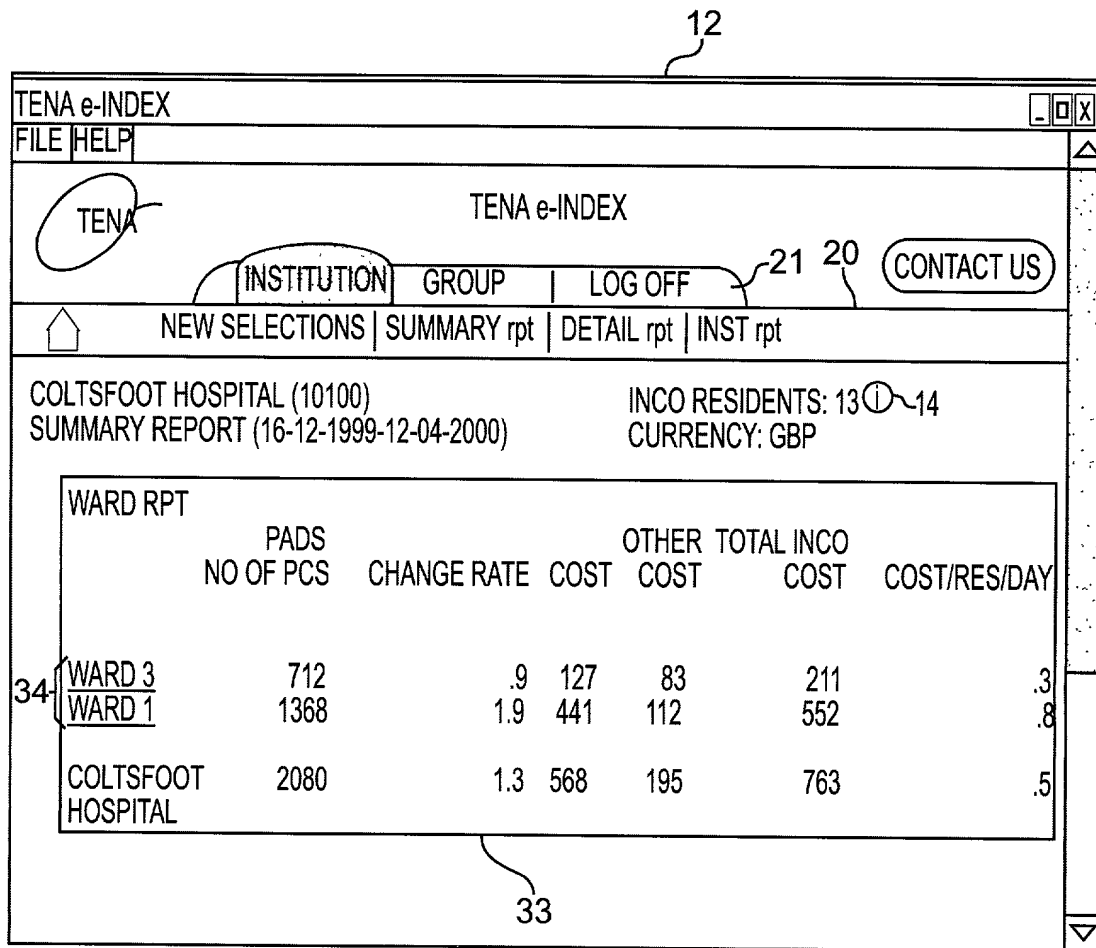
KEY FIGURES		
CHANGE RATE COST/RES./DAY		
PADS	1.3	.4
OTHER		.1
TOTAL INCO		.5

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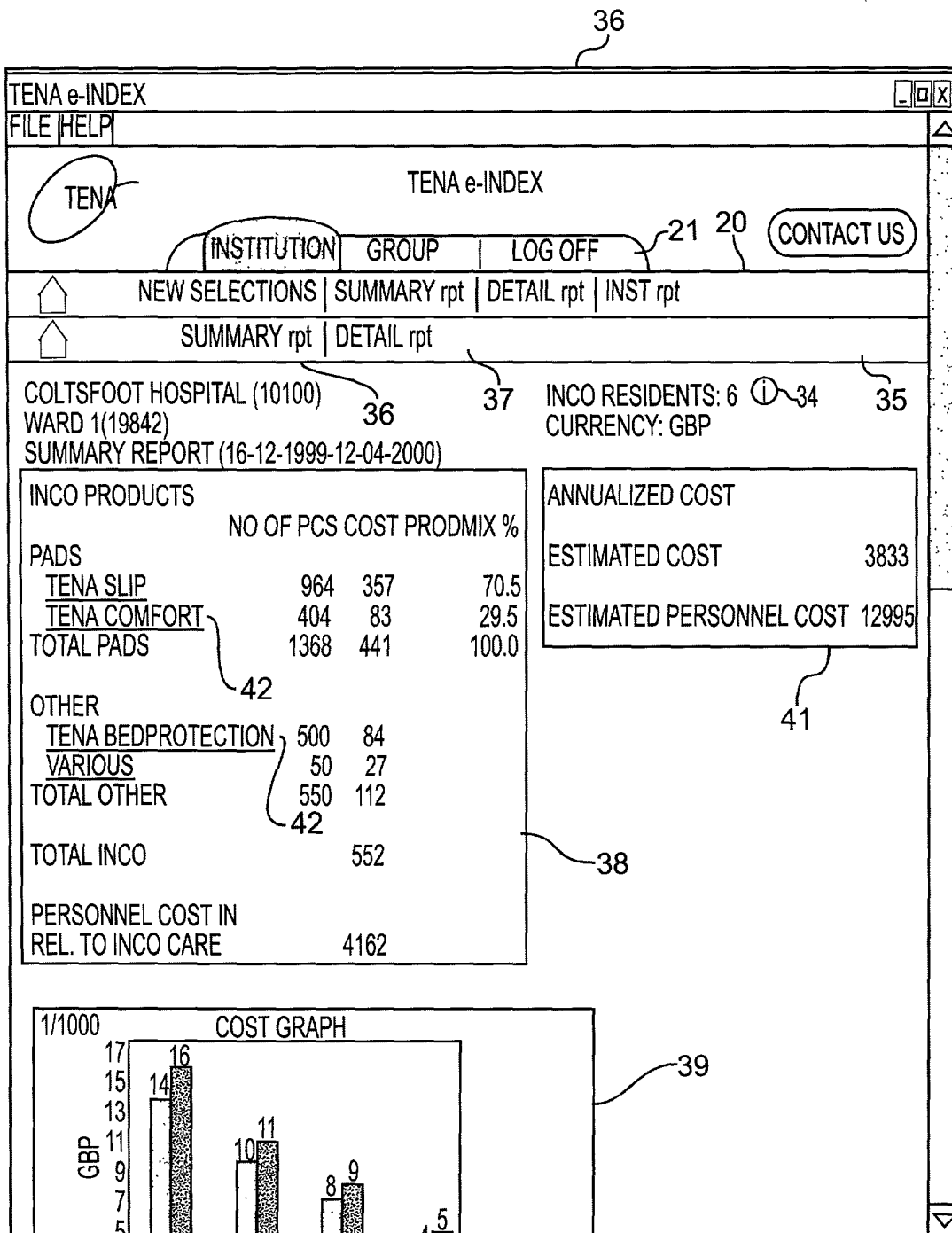
FIG. 19B



**FIG. 20**

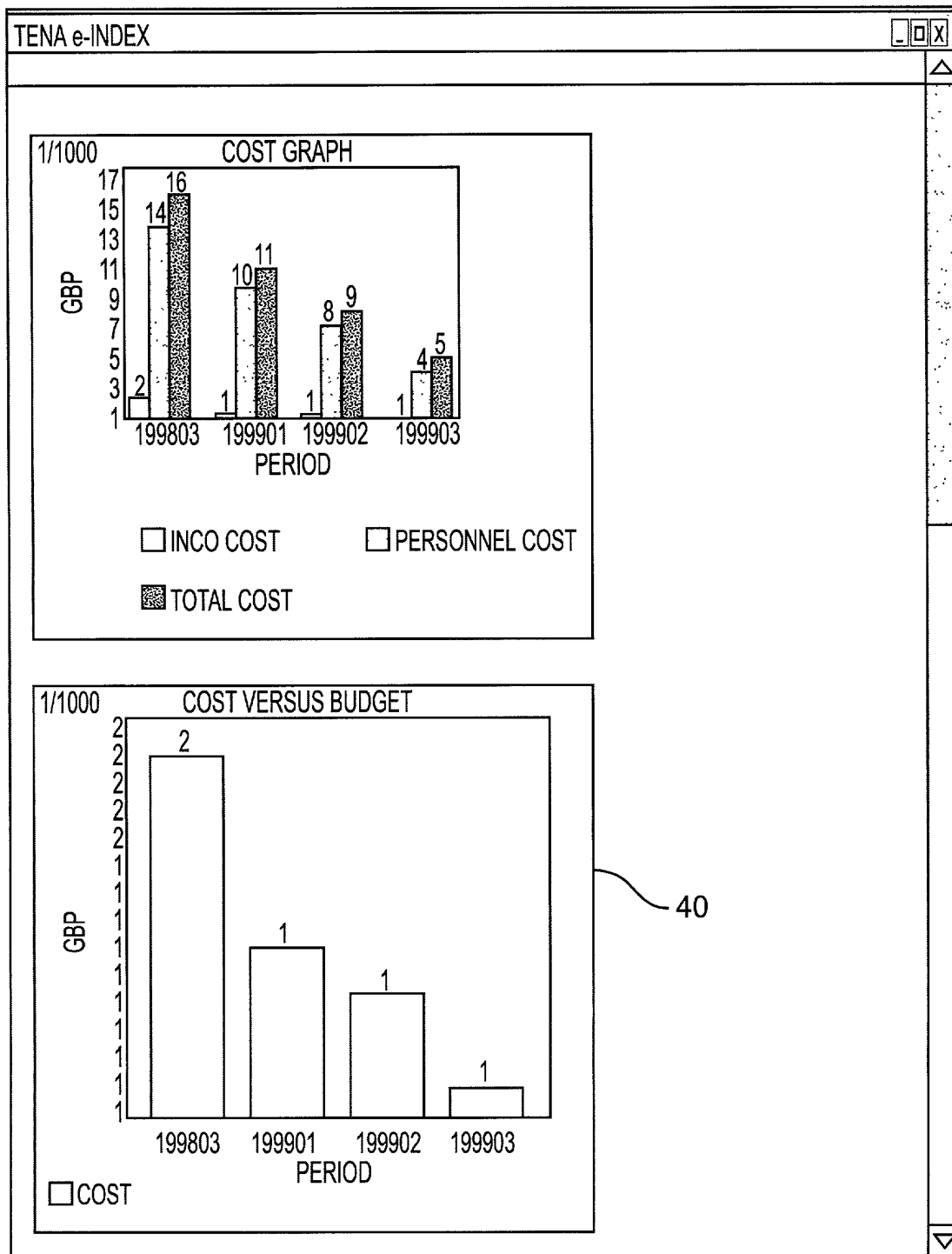


**FIG. 21**



**FIG. 22A**





**FIG. 22B**

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DETAIL rpt

COLTSFOOT HOSPITAL (10100)

WARD 1 (19842)

DETAIL REPORT (16-12-1999-12-04-2000)

INCO RESIDENTS: 6 ①

CURRENCY: GBP

INCO PRODUCTS

	NO OF PCS	COST
<b>PADS</b>		
TENA SLIP		
TENA SLIP PLUS MEDIUM 2X30	240	74
TENA SLIP PLUS LARGE 2X30	180	67
TENA SLIP SUPER MEDIUM	168	58
TENA SLIP SUPER LARGE	168	70
TENA SLIP MAXI MEDIUM	208	89
<b>TOTAL TENA SLIP</b>	<b>964</b>	<b>357</b>
TENA COMFORT		
TENA COMFORT PLUS	184	30
TENA COMFORT EXTRA	160	36
TENA COMFORT SUPER	60	17
<b>TOTAL TENA COMFORT</b>	<b>404</b>	<b>83</b>
<b>TOTAL PADS</b>	<b>1360</b>	<b>441</b>
<b>OTHER</b>		
TENA BEDPROTECTION	500	84
VARIOUS	3054	205
<b>TOTAL OTHER</b>	<b>3554</b>	<b>289</b>
<b>TOTAL INCO</b>	<b>729</b>	
PERSONNEL COST IN REL. TO INCO CARE		
COST	NO.	COST/ MIN/

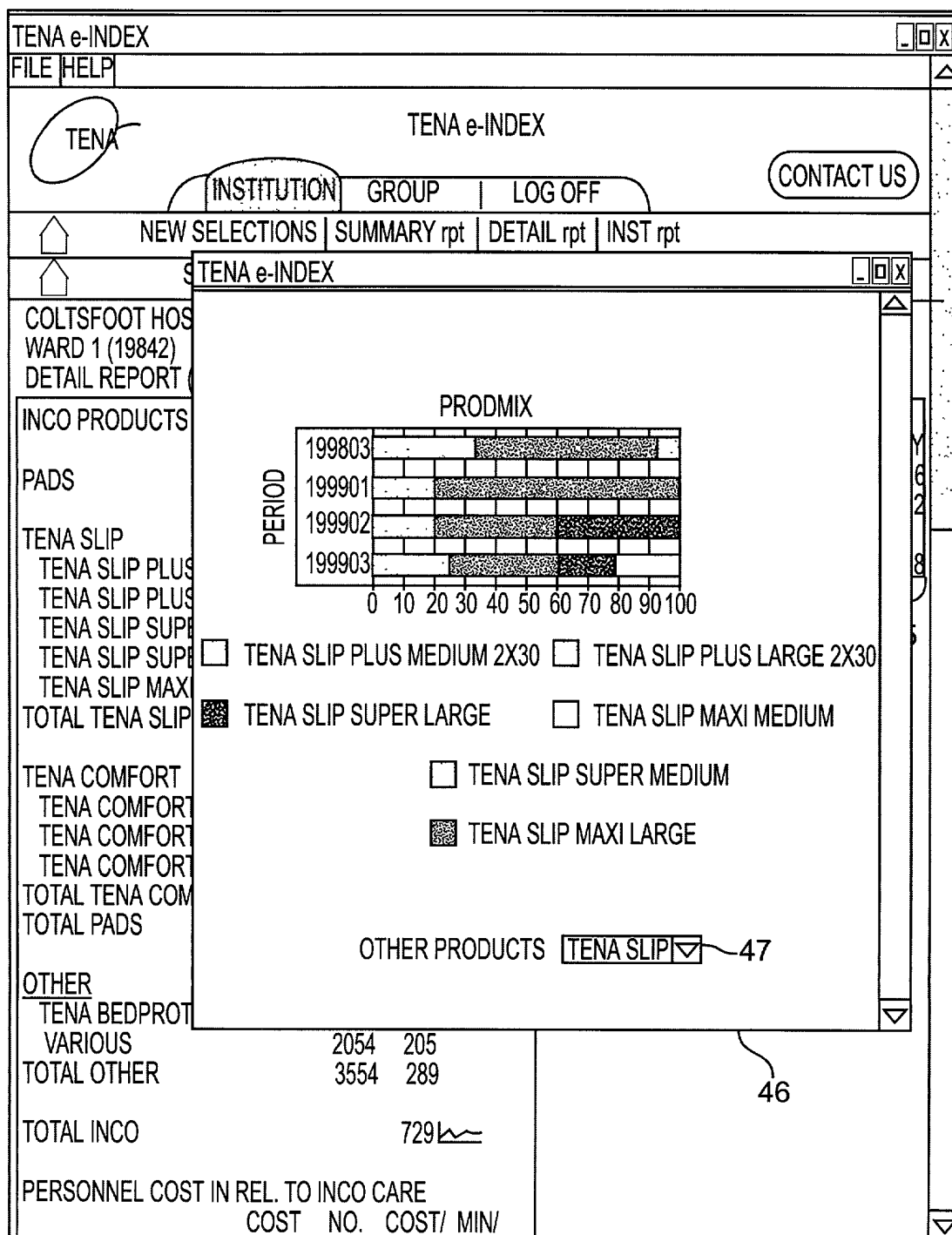
KEY FIGURES

	CHANGE RATE	COST/RES./DAY
PADS	1.9	.6
OTHER		.2
<b>TOTAL INCO</b>		<b>.8</b>

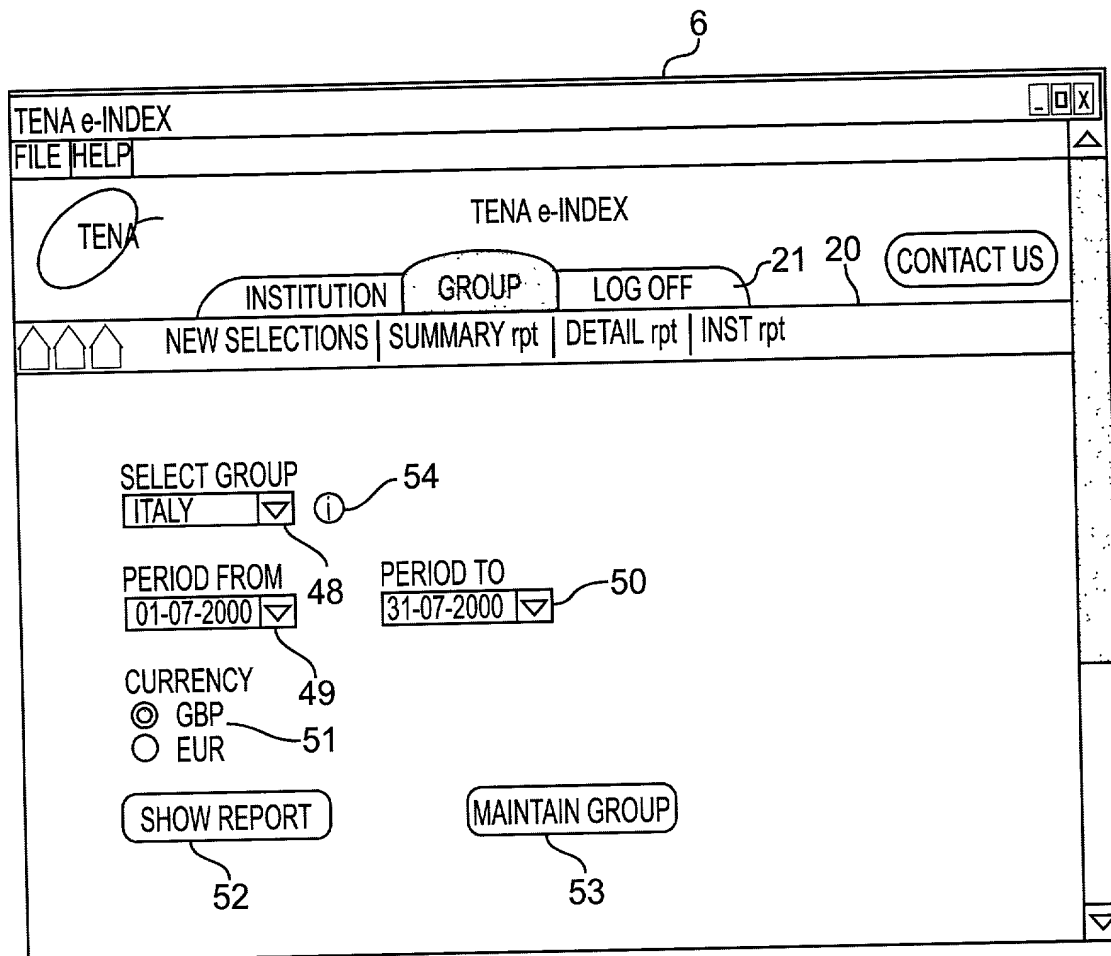
**FIG. 23A**

TENA e-INDEX					L □ □ X	
COLTSFOOT HOSPITAL (10100)					INCO RESIDENTS: 6 ①	
WARD 1 (19842)					CURRENCY: GBP	
DETAIL REPORT (16-12-1999-12-04-2000)						
INCO PRODUCTS			NO OF PCS COST		KEY FIGURES	
PADS — 19					CHANGE RATE COST/RES./DAY	
TENA SLIP					PADS 1.9 .6	
TENA SLIP PLUS MEDIUM 2X30			240	74	OTHER .2	
TENA SLIP PLUS LARGE 2X30			180	67	TOTAL INCO .8	
TENA SLIP SUPER MEDIUM			160	58		
TENA SLIP SUPER LARGE			160	70		
TENA SLIP MAXI MEDIUM			208	89		
TOTAL TENA SLIP			964	357		
TENA COMFORT						
TENA COMFORT PLUS			184	30		
TENA COMFORT EXTRA			160	36		
TENA COMFORT SUPER			60	17		
TOTAL TENA COMFORT			404	83		
TOTAL PADS			1360	441		
OTHER — 21						
TENA BEDPROTECTION			500	84		
VARIOUS			2054	205		
TOTAL OTHER			3554	289		
TOTAL INCO			729			
PERSONNEL COST IN REL. TO INCO CARE						
COST NO. COST/ MIN/						
OF CHANGE CHANGE						
PCS						
TENA SLIP			2892	964	3.0	10
TENA COMFORT			970	404	2.4	8
TENA BEDPROTECTION			300	500	.6	2
TOTAL PERSONNEL COST						
IN REL. TO INCO CARE			4162	1868		
PERSONNEL COST						
PER HOUR			18			

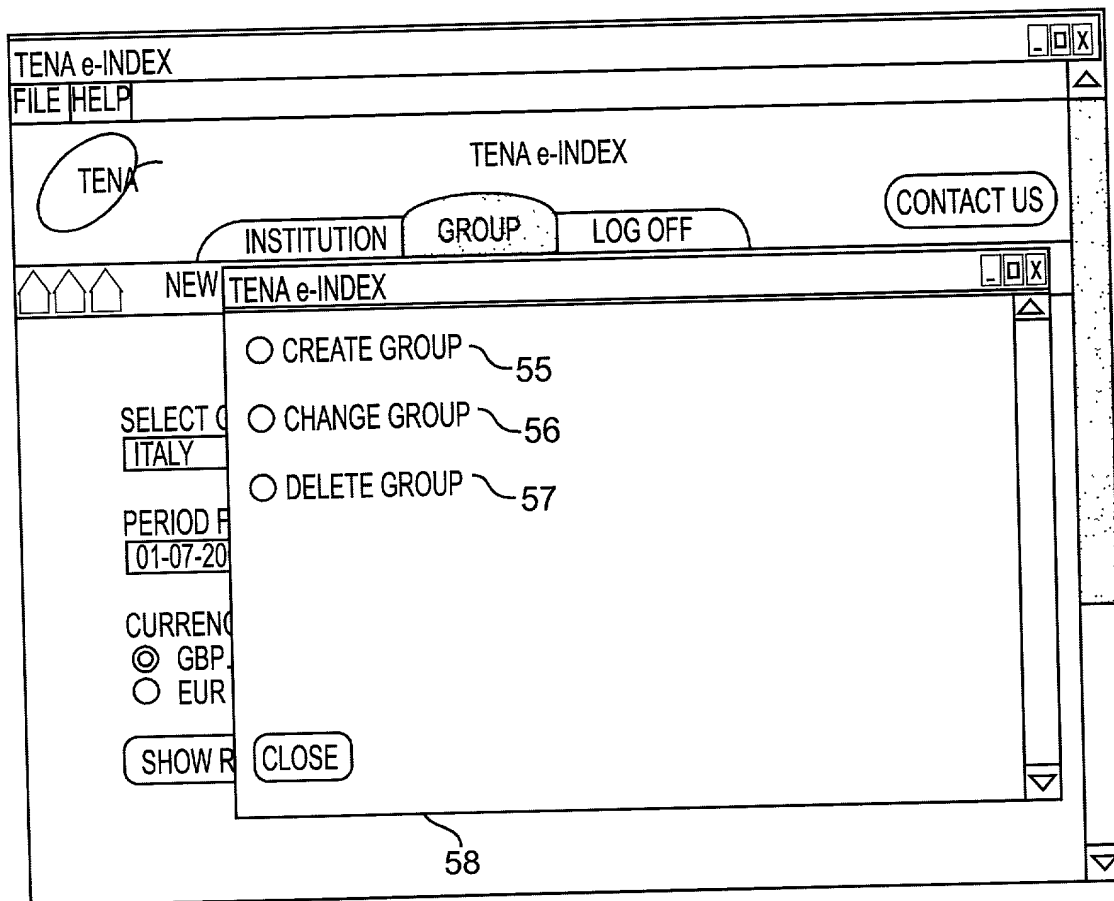
**FIG. 23B**



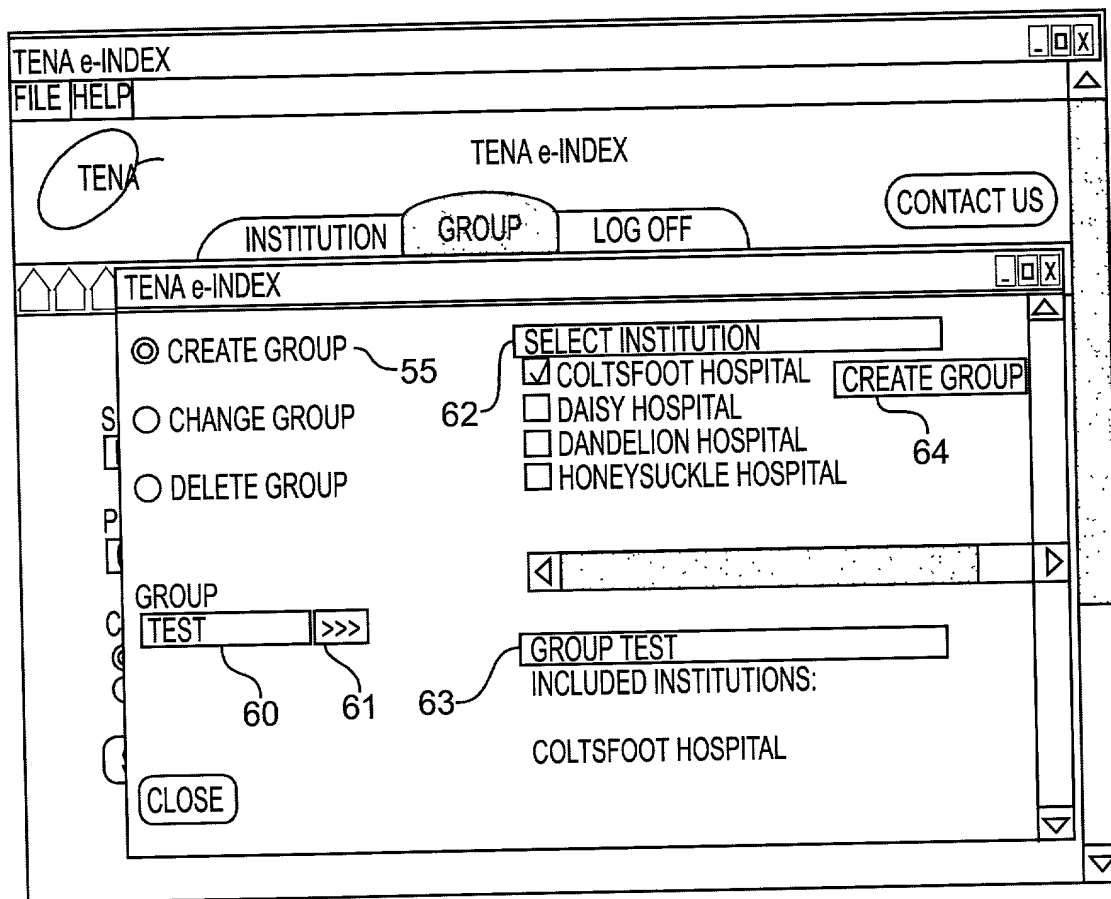
**FIG. 24**



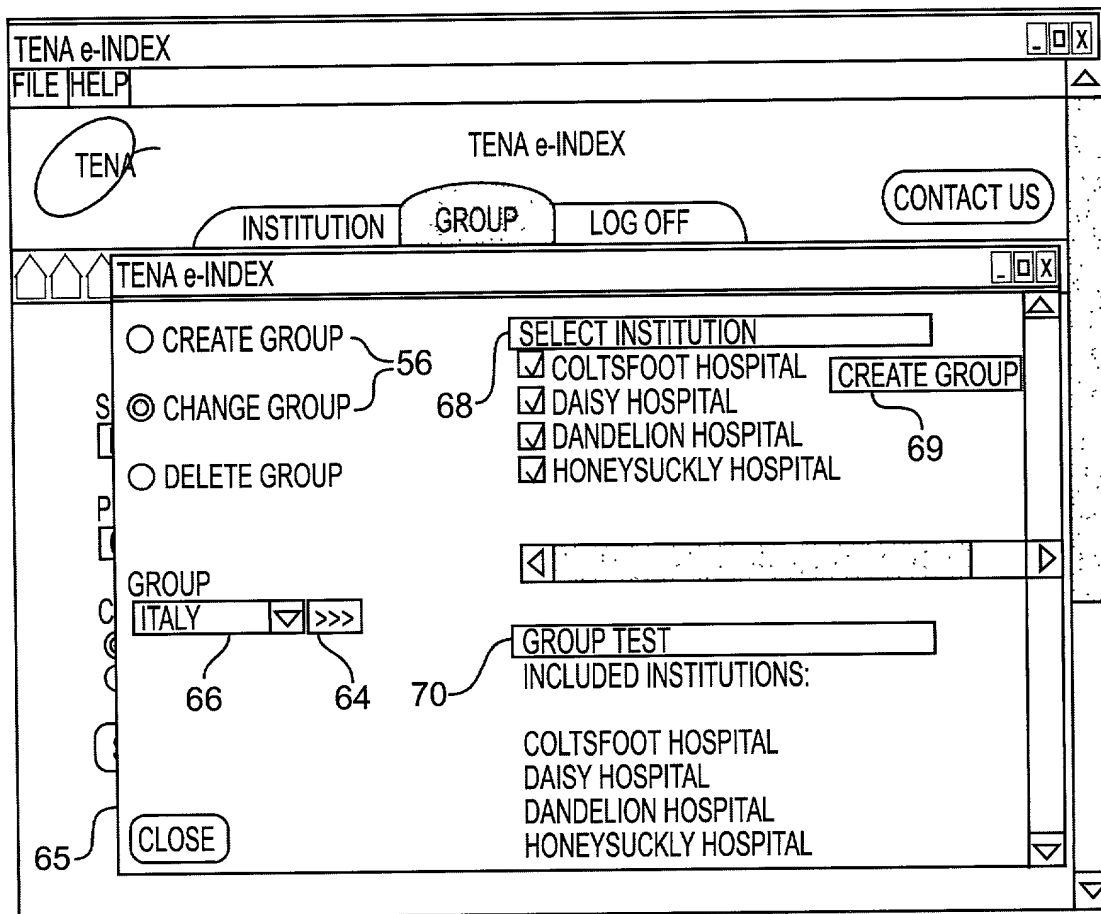
**FIG. 25**



**FIG. 26**

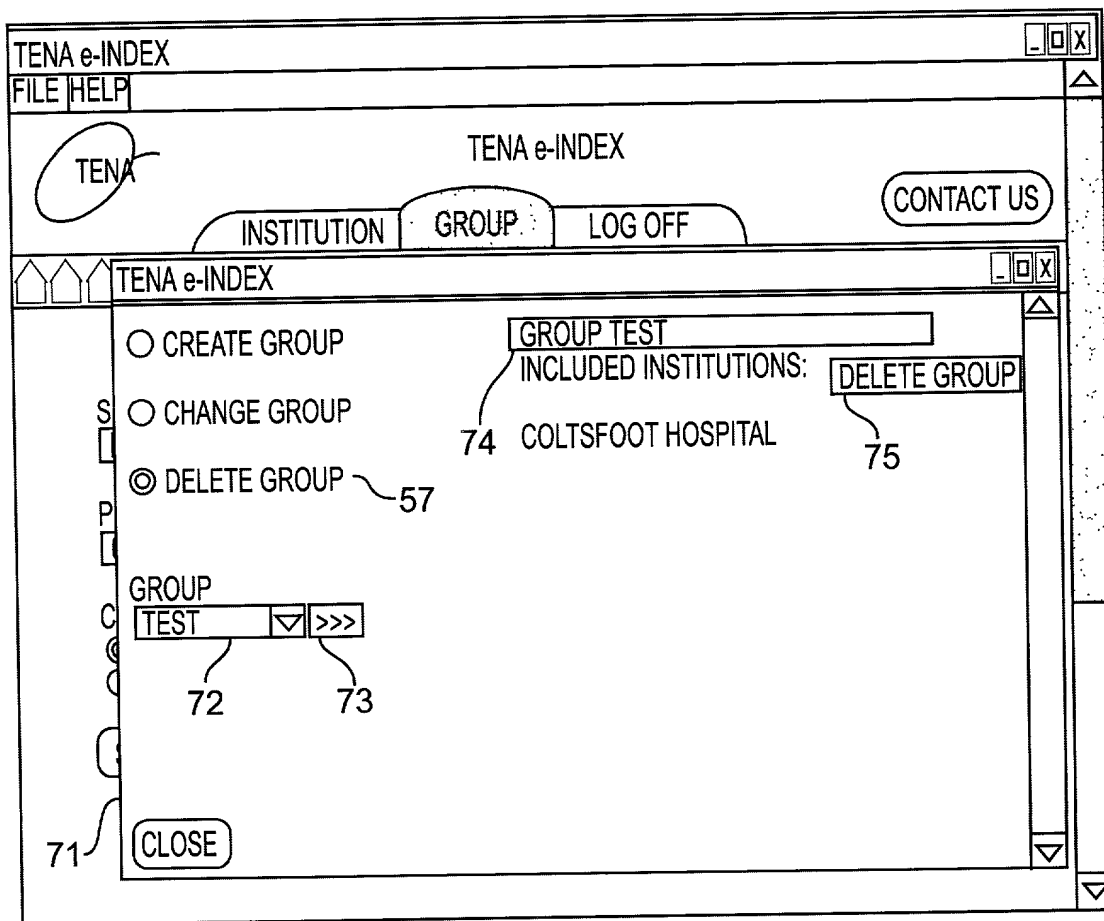


**FIG. 27**



**FIG. 28**





**FIG. 29**

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INCO RESIDENTS: 34

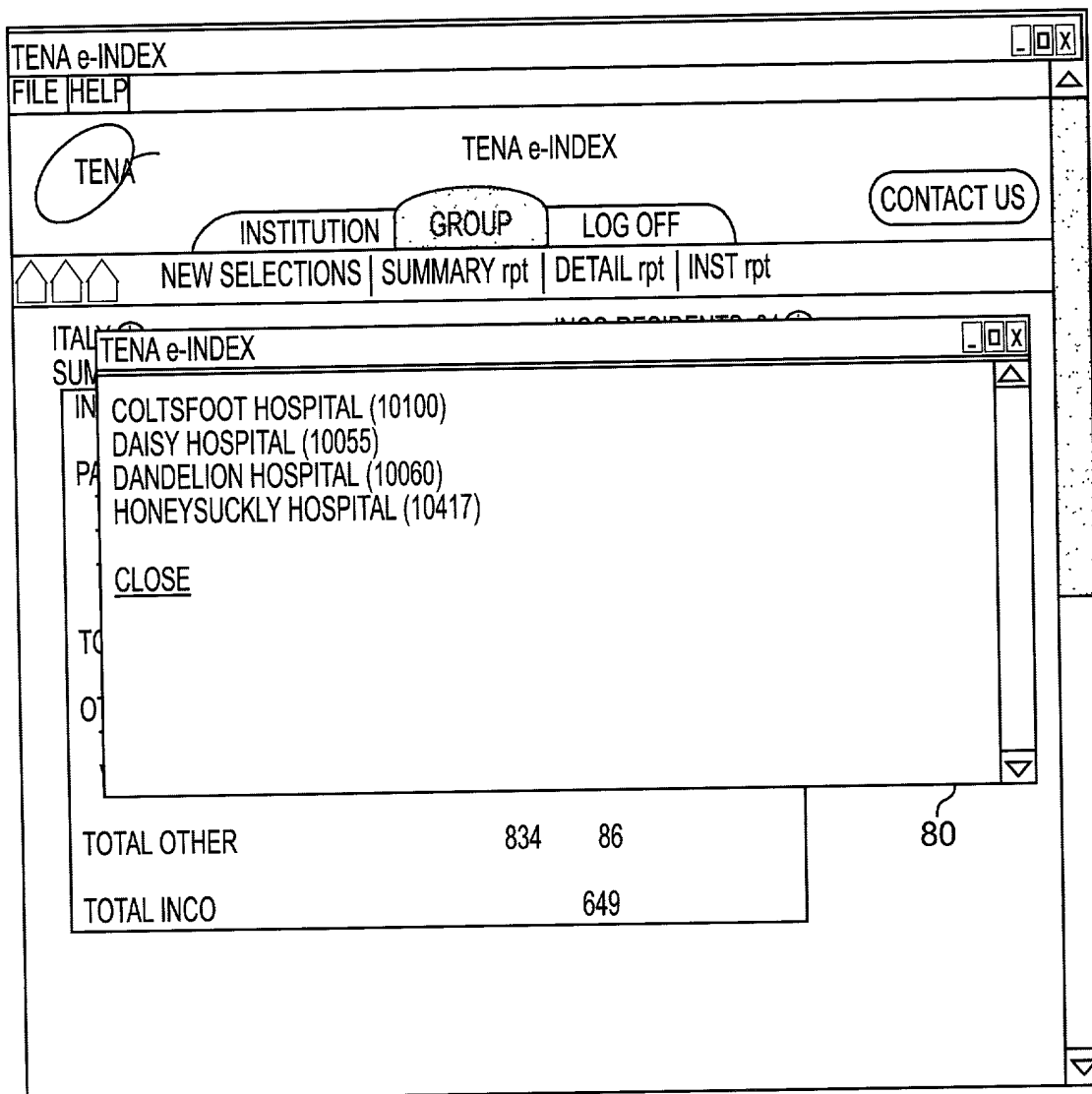
SUMMARY GROUP REPORT (01-07-2000)

CURRENCY: GBP

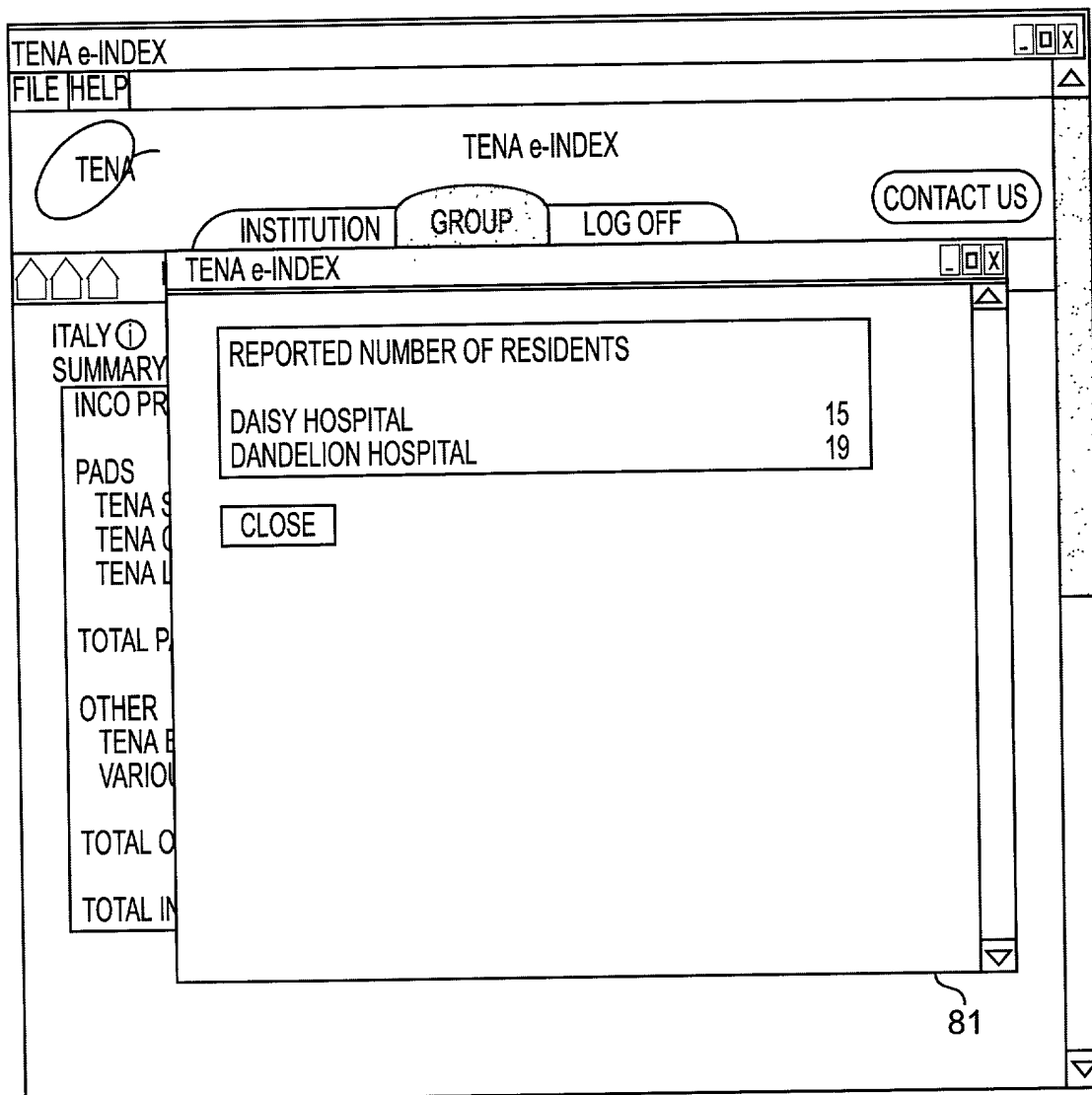
INCO PRODUCTS	NO OF PCS	COST	PRODMIX %
PADS			
TENA SLIP	802	258	33.1
TENA COMFORT	1525	294	62.9
TENA LADY	97	12	4.0
TOTAL PADS	2423	563	100.0
OTHER			
TENA BEDPROTECTION	263	28	
VARIOUS	572	58	
TOTAL OTHER	834	86	
TOTAL INCO		649	

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**FIG. 30**



**FIG. 31**



**FIG. 32**

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ITALY ⓘ 78

SUMMARY GROUP REPORT (01-07-2000)

INCO RESIDENTS: 34 ⓘ 82

CURRENCY: GBP

INCO PRODUCTS

NO OF PCS COST

PADS

TENA SLIP ⓘ 19

TENA SLIP PLUS MEDIUM24768

TENA SLIP PLUS LARGE12340

TENA SLIP SUPER MEDIUM12438

TENA SLIP SUPER LARGE307112

TOTAL TENA SLIP802258

TENA COMFORT

TENA COMFORT PLUS758111

TENA COMFORT EXTRA20340

TENA COMFORT SUPER528132

TENA COMFORT MAXI3611

TOTAL TENA COMFORT1525294

TENA LADY

TENA COMFORT MINI9712

TOTAL TENA LADY9712

RECTANGULAR PADS

MAXI PLUS PAD455

TOTAL PADS2423563

OTHER ⓘ 21

TENA BEDPROTECTION26328

VARIOUS57258

TOTAL OTHER83486

TOTAL INCO649

KEY FIGURES

CHANGE RATE COST/RES./DAY

PADS3.0.7

OTHER.1

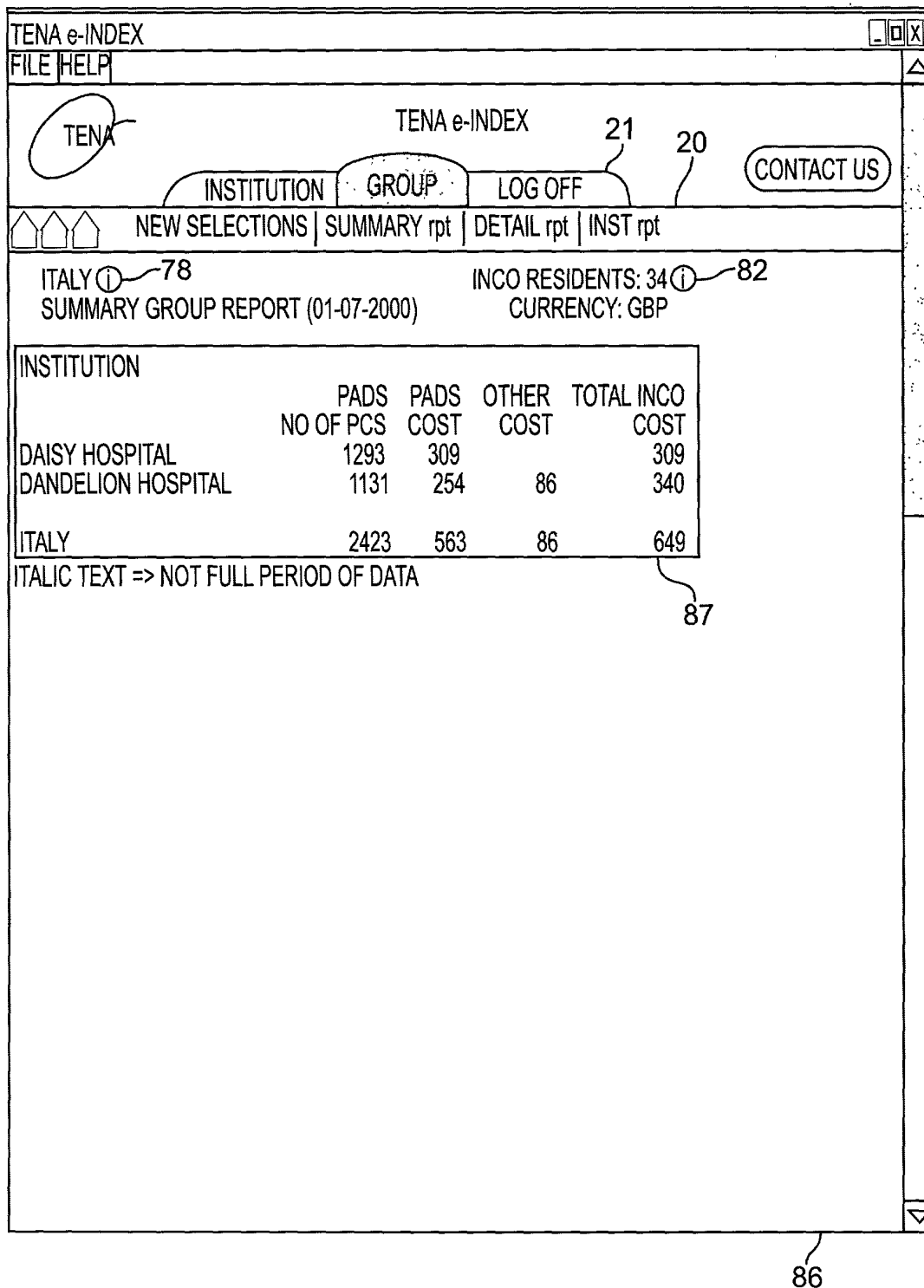
TOTAL INCO.8

85

84

83

FIG. 33



**FIG. 34**

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DAISY HOSPITAL (10055)

DETAIL REPORT

CURRENCY:GBP

INCO PRODUCTS

28-03-1999

25-07-1999

25-11-1999

28-03-2000

24-07-1999

24-11-1999

27-03-2000

24-07-2000

PADS

TENA SLIP

TENA SLIP PLUS MEDIUM

NO OF PCS

COST

TENA SLIP PLUS LARGE

NO OF PCS

COST

TENA SLIP SUPER MEDIUM

NO OF PCS

COST

TENA SLIP SUPER LARGE

NO OF PCS

COST

TOTAL TENA SLIP

NO OF PCS

COST

460

540

1224

128

148

335

216

612

71

200

504

644

500

616

146

187

170

188

252

224

420

560

80

78

146

204

756

1336

1764

3012

234

393

535

927

89

**FIG. 35**